

1  
A984M



United States  
Department of  
Agriculture

Foreign  
Agricultural  
Service

Miscellaneous  
1445

# Food and Agricultural Export Directory 1985





## Historic, archived document

Do not assume content reflects current  
scientific knowledge, policies, or practices.



United States  
Department of  
Agriculture

Foreign  
Agricultural  
Service

# Food and Agricultural Export Directory 1985

EXCHANGE Rec'd

OCT 23 1985

## Contents

Introduction .....	1
Foreign Agricultural Service .....	2
International Agricultural Statistics .....	3
International Trade Policy .....	3
Export Credits .....	4
Commodity and Marketing Programs .....	5
Foreign Agricultural Affairs .....	7
Agricultural Counselor and Attaché Service .....	8
Agricultural Trade Offices .....	17
Export Publications .....	19
Related Agencies .....	
Office of Transportation .....	21
Animal and Plant Health Inspection Service .....	23
Food Safety and Inspection Service .....	30
Food Quality Acceptance Service .....	32
Economic Research Service .....	32
Agricultural Research Service .....	33
State Organizations and Export Groups .....	
National Association of State Departments of Agriculture (NASDA) .....	34
National Food and Agriculture Exposition .....	34
National Association of Marketing Officials (NAMO) .....	34
State Agricultural Trade Groups .....	
Eastern U.S. Agricultural and Food Export Council Inc. (EUSAFEC) .....	35
Mid-America International Agri-Trade Council (MIATCO) .....	35
Southern United States Trade Association (SUSTA) .....	35
Western U.S. Agricultural Trade Association (WUSATA) .....	36
International Brokers or Sellers .....	36
State Departments of Agriculture and Associated Organizations .....	37
U.S. Agricultural Export Development Council .....	44
FAS/Cooperator Market Development Program .....	44
Home Offices of U.S. Market Development Cooperators .....	44
Overseas Offices of U.S. Market Development Cooperators .....	49
Contractors Under Market Development Export Incentive Program .....	58
U.S. Department of Commerce .....	59
National Marine Fisheries Service .....	64
Publications and Services to Aid U.S. Exporters of Seafoods .....	64
U.S. Foreign Embassies .....	67

January 1985

## Introduction

The United States ranks as the world's largest agricultural exporter, reflecting the ability of U.S. agriculture and its related industries to provide ample supplies of quality products at competitive prices.

Bulk commodities make up the majority of U.S. overseas sales, but there has been significant growth during this decade in U.S. exports of consumer food products. In most countries, rising personal incomes are creating demand for more sophisticated foods than those found in traditional national diets. U.S. food technology and quality are recognized throughout the world, providing a solid base on which to build further growth in exports of U.S. consumer food products to fill this new demand.

This Food and Agricultural Export Directory is published by the Foreign Agricultural Service of the U.S. Department of Agriculture for firms engaged in exporting and those who wish to enter the foreign market for U.S. agricultural products. It provides up-to-date listings and brief descriptions of Federal and State agencies, trade associations, and other organizations that offer advice and services in exporting all types of agricultural and food products.

Single copies of the directory are available from the Export Programs Division, Foreign Agricultural Service, U.S. Department of Agriculture, Room 4944-S, Washington, DC 20250. Tel: (202) 447-6343.

The U.S. Department of Commerce is responsible for programs involving agricultural machinery, equipment, veterinary supplies, and other noncommodity items. Further information on programs offered for exporters of such items may be obtained from the Office of Domestic Operations, United States and Foreign Commercial Service, Room 3810, 14th Street and Constitution Avenue, N.W., Washington, DC 20230. Tel: (202) 377-4767.

## The Foreign Agricultural Service

The United States maintains a global system for gathering and assessing information on world agriculture and trade. This enables American farmers to market abroad advantageously, and it helps American consumers obtain food products they need from other countries. Coordinating these global activities is the responsibility of the Foreign Agricultural Service (FAS), which was established March 10, 1953, as an agency of the U.S. Department of Agriculture. FAS was created from the Office of Foreign Agricultural Relations, a USDA agency engaged in the analysis and reporting of foreign agricultural intelligence. Since its formation, FAS has also been the center for activities related to the development, expansion, and maintenance of export markets for U.S. agricultural commodities.

		Area Code (202)
Administrator	Richard A. Smith	447-3935
Associate Administrator	Leo V. Mayer	447-5691
General Sales Manager and Associate Administrator	Melvin E. Sims	447-5173
Assistant General Sales Manager and Assistant Administrator Export Credits	George J. Pope	447-6301
Assistant Administrator Commodity and Marketing Programs	Jimmy D. Minyard	447-4761
Assistant Administrator International Trade Policy	Bryant Wadsworth	447-6887
Assistant Administrator International Agricultural Statistics	Richard J. Cannon	447-7233
Assistant Administrator Foreign Agricultural Affairs	Wayne W. Sharp	447-6138
Assistant Administrator Management	Louis G. Davis	447-3833
Assistant to the Administrator (Audit)	John J. Hudgins	447-7631
Legislative Assistant	Jane "Jhani" L. Laupus	447-6829
Assistant to the Associate Administrator	John M. Beshoar	447-7731
Planning and Analysis Staff, Director	George Rossmiller	447-7645
<i>Information Division</i>		
Director	Wallace A. Lindell	447-3448
Chief, Media and Public Affairs Branch	Geraldine Schumacher	447-7115
Chief, Program and Policy Branch	Maureen Quinn	382-9444



## International Agricultural Statistics (IAS)

Commodity statistical analysts provide scheduled estimates and forecasts of area, yield, and production for foreign crops as well as estimates for foreign livestock, poultry, and dairy production. These data forecasts are supported by remote sensing techniques as well as weather-related analyses of foreign crop conditions.

The Statistical Program Unit, IAS, also provides agribusinesses with information on U.S. and foreign trade, prices, and economic indicators. Information and data are available from this unit through mailed publications and an electronic distribution system.

		Area Code (202)
<i>Office of the Assistant Administrator</i>		
Assistant Administrator	Richard J. Cannon	447-7233
Deputy Assistant Administrator	Lloyd J. Fleck	447-5404
<i>Report and Project Office</i>		
Director	Eldon Hildebrandt	382-1035
<i>Trade and Economic Information Division</i>		
Director	Dewain Rahe	382-1294
<i>Export Sales Reporting Division</i>		
Director	Richard Passig	447-5651
<i>Foreign Production Estimates Division</i>		
Director	Edwin I. Cissel	382-8888
<i>Data Systems Division</i>		
Director	Guy Grenier	447-5255
<i>Foreign Crop Condition Assessment Division</i>		
Director	Frank C. David	475-5129

## International Trade Policy (ITP)

ITP coordinates and directs USDA's activities in international agreement programs and negotiations to expand world trade of U.S. agricultural commodities. Trade policy activities include supporting U.S. policy formulation on trade issues arising with the European Community, Japan, and other important trading partners; handling commodity issues that arise in international organizations and other forums; and supporting the Office of the U.S. Trade Representative in the conduct of trade negotiations. In addition, market development activities are supported by providing economic data and analysis (tariff rates, nontariff barriers, and statements on trade conditions).

To watch foreign governmental actions that affect the market for U.S. farm products, FAS relies primarily on its agricultural counselors and attachés. Special offices are maintained at the headquarters of the European Community in Brussels, Belgium, and at the international negotiations center in Geneva, Switzerland. FAS also maintains contacts with the Food and Agricultural Organization (FAO) of the United Nations in Rome.

In Washington, a staff of international trade specialists analyzes the activities of international trade conducted under the rules of the General Agreement on Tariffs and Trade (GATT), as well as trade conducted under regional economic organizations and bilateral agreements. During international negotiations, FAS provides the staff and support work for U.S. agricultural representation.

Inquiries should be directed to:

Assistant Administrator for Trade Policy  
Foreign Agricultural Service  
United States Department of Agriculture  
Washington, DC 20250  
Tel: (202) 447-6887

Export Credits

The Public Law 480 (Food for Peace Program)

Titles I and III of the Public Law 480 Program (also called the Food for Peace Program) authorize USDA to provide financing for sales of U.S. agricultural commodities to friendly developing countries on concessional credit terms.

Title I concessional sales provide low-interest, long-term credit to foreign governments. Payment is made in U.S. dollars to suppliers upon delivery of the commodities on board vessels at U.S. ports. Recipient countries resell the commodities internally and use the proceeds for agricultural and economic development projects. In FAS, the Program Development Division oversees the preparation and negotiation of country agreements, while the P.L. 480 Operations Division oversees the purchasing and shipping of commodities by recipient countries.

Title III, known as Food for Development, permits forgiveness of title I debt, provided the recipient country undertakes specific agricultural and economic development activities with the proceeds from local sales of the commodities obtained under title I agreements.

In addition, under title II of P.L. 480 the Agricultural Stabilization and Conservation Service procures U.S. agricultural commodities for direct donations to foreign countries in cases of natural disasters or other crises, and in support of nutritional feeding programs. About two-thirds of these donations are made through voluntary relief agencies and the multilateral World Food Program. The Program Analysis Division coordinates this program with the Agency for International Development, the administering agency.

Commodity Credit Corporation Commercial Financing

The Export Credit Guarantee Program (GSM-102) of the Commodity Credit Corporation (CCC) allows foreign buyers to purchase U.S. farm commodities from private U.S. exporters, with U.S. banks providing the financing at commercial rates of interest for up to 3 years. CCC's guarantee covers the risk that the foreign buyer's bank might fail to pay under a letter of credit.

The program operates in cases where credit is necessary to increase or maintain U.S. exports to foreign markets and where private financing institutions would be unwilling to provide financing without CCC's guarantee. It also permits countries with improved financial conditions to purchase on full commercial terms. The CCC Operations Division administers this program.

Other Programs

Section 416 of the Agricultural Act of 1949, as amended, provides for the donation of CCC owned surplus dairy products and wheat to needy persons overseas through public and private nonprofit voluntary agencies and foreign governments. In addition, special programs, which include barter agreements and sales from CCC inventory, are managed by FAS as needed.

Area Code (202)		
<i>Office of the Assistant Administrator</i>		
Assistant Administrator	George J. Pope	447-6301
Deputy Assistant Administrator	Glenn D. Whiteman	447-7274
<i>Program Analysis Division</i>		
Director	Mary Chambliss	447-3573
<i>Program Development Division</i>		
Director	Kerry Reynolds	382-9222
Deputy Director	Charles Delaplane	382-9223
Area Manager, Europe and Africa	Andrew Duymovic	382-9219
Area Manager, Latin America, Caribbean, and Oceania	John Williams	382-9225
Area Manager, Asia and Middle East	David Kunkel	382-9616

<i>CCC Operations Division</i>		
Director	David Culver	447-6211
Deputy Director	Lawrence McElvain	447-6225
Chief, Credit Sales Registration Branch	Richard Godsey	447-3224
Chief, Regulations, Procedures, and Reports Branch	Jack Rower	447-3224
Chief, Negotiator, Barter and CCC Sales	William Randolph	382-9254
<i>P.L. 480 Operations Division</i>		
Director	Robert Simpson	447-3664
Chief, Vessel Approval Branch (Title I)	Donald Pickett	447-6711
Chief, Cargo Operations Branch (Title II)	Thomas Rinn	447-4314
Chief, Title I Commodities Branch	Constance Delaplane	447-5780

## Commodity and Marketing Programs

One of the most important services a U.S. farmer, cooperative, or company needs is good marketing. FAS has a continuing market development program to develop, service, and expand commercial export markets for U.S. agricultural products. Virtually every U.S. farm product entering world trade is promoted by one of FAS' market development activities, which cover more than 70 countries.

These marketing activities involve work with nonprofit commodity groups, trade associations, and State departments of agriculture and their regional associations. In addition to these cooperative efforts, FAS performs a variety of other promotional and trade servicing operations.

		Area Code (202)
Assistant Administrator	Jimmy D. Minyard	447-4761
Deputy Assistant Administrator	Robert J. Svec	447-2705
Deputy Assistant Administrator	James V. Parker	447-7791
Assistant to the Assistant Administrator	Robert E. Mannion	447-7927
Assistant to the Assistant Administrator	Edward B. Liebe	382-9172
<i>Export Programs Division</i>		
Director	*Robert J. Wicks	447-4327
Program Development Branch Chief	Robert J. Wicks	447-4327
Program Operations Branch Chief	Evans Browne	447-3031
State/Trade Coordinator	Charles J. Larson	475-3417
Small and Minority Export Business Coordinator	Dugger Harris	382-9498
Representation and Foreign Visitors Staff Chief	Louis McElroy	447-6725

\*Acting

## Commodity Programs

Commodity experts and economists analyze attaché reports on production and trade, combining them with accumulated background information and expertise. Commodity information compiled and analyzed by FAS is available to anyone interested in foreign trade.

Commodity marketing specialists support the work of cooperators and individuals interested in specific markets and products.

Area Code (202)		
<i>Dairy, Livestock, and Poultry Division</i>		
Director	John Riesz	447-8031
Deputy Director for Marketing	Phillip Holloway	447-3899
Deputy Director for Analysis	Larry L. Panasuk	447-7217
<i>Forest Products Division</i>		
Director	Vernon L. Harness	382-8138
Deputy Director for Marketing	Larry L. Blum	382-9331
Deputy Director for Analysis	William J. Hoffmeier	382-1296
<i>Grain and Feed Division</i>		
Director	Donald J. Novotny	447-6219
Deputy Director for Marketing	Frank Piason	447-4168
Deputy Director for Analysis	Nicholas Thuroczy	447-3179
<i>Horticultural and Tropical Products Division</i>		
Director	Gilbert Sindelar	447-6590
Deputy Director for Marketing	Richard Schroeter	447-7931
Deputy Director for Analysis	Edmond Missiaen	382-8895
<i>Oilseeds and Products Division</i>		
Director	Philip L. Mackie	447-7037
Deputy Director for Marketing	(Vacant)	447-8809
Deputy Director for Analysis	Richard T. McDonnell	447-5710
<i>Tobacco, Cotton, and Seeds Division</i>		
Director	Leon G. Mears	382-9516
Deputy Director for Marketing	Kenneth Howland	382-9518
Deputy Director for Analysis	Gordon Lloyd	382-9523

## Agricultural Information and Marketing Services (AIMS)

AIMS functions as a liaison between American companies and foreign buyers seeking U.S. food and agricultural products. The services offered by AIMS are designed to assist American companies in introducing products in foreign markets as well as expanding present markets overseas. AIMS provides agricultural data, trade information, and marketing services through four customer services:

- Trade leads
- Product publicity
- International marketing profiles
- Foreign importer listings

If you wish to become an active participant in the AIMS program, contact:

AIMS  
Foreign Agricultural Service  
United States Department of Agriculture  
Room 4647-South Building  
Washington, DC 20250  
Tel: (202) 447-7103

#### **Label Clearance Program (LCP)**

The Label Clearance Program provides U.S. exporters with a preliminary screening of labels and ingredients of products destined for foreign markets. Through the combined efforts of the FAS Export Programs Division staff in Washington, D.C., agricultural officers located in American embassies worldwide, and foreign government authorities, products can be evaluated to determine if they would be admitted to a foreign country as is, or whether changes would be necessary in order to gain approval of the product in foreign markets.

By evaluating the products with appropriate foreign governments, this program has opened the door to export opportunities for many U.S. food products.

Further information may be obtained from:

Label Clearance Program  
Foreign Agricultural Service  
United States Department of Agriculture  
Room 4944-South Building  
Washington, DC 20250  
Tel: (202) 475-3411

#### **Foreign Agricultural Affairs**

Agricultural counselors, attachés, agricultural trade officers, and other FAS officers assigned to U.S. embassies and consulates around the world play a key role in gathering global information of vital importance to U.S. agricultural trade. Originally assigned to the U.S. Department of Agriculture, the attachés were transferred to the Department of State by Executive order in 1939. The Agricultural Act of 1954 (P.L. 690), approved Aug. 28, 1954, provided for the attaché service to be a part of the Foreign Agricultural Service of USDA.

Area Code (202)		
Assistant Administrator, Agricultural Affairs	Wayne W. Sharp	447-6138
Deputy Assistant Administrator, Agricultural Affairs	Richard S. Welton	447-3253
Assistant to Assistant Administrator	Steven Washenko	475-4061
<i>Area Officers</i>		
Europe (Non EC Countries)	Gordon Nicks	447-6083
Europe (EC Countries)	Norman Pettipaw	447-2144
Western Hemisphere	Ed Bauer	475-7053
East Asia and Pacific	Lyle Moe	447-7053
Near East, South Asia, and Africa	John Williams	447-7053



<b>Agricultural Counselor and Attaché Service</b>	<b>Country/City/Address Telephone/Telex</b>	<b>Name and Title</b>	<b>APO/FPO Postal Service</b>
	<b>Argentina</b> , Buenos Aires (also Uruguay) American Embassy Colombia 4,300 Palermo Tel: (011-54-1) 774-7611/ 8811/9911 Direct Line: 774-0962 Telex: 18156 USICA	J. Dawson Ahalt Agricultural Attaché	American Embassy APO Miami 34034
	<b>Australia</b> , Canberra American Embassy Moonah Place Canberra, A.C.T. 2600 Tel: (011-61-62) 73-3711 Telex: 62104 USAEMB	Dale B. Douglas Agricultural Counselor	American Embassy APO San Francisco 96404
	<b>Austria</b> , Vienna (also Hungary & Czechoslovakia) American Embassy Boltzmanngasse 16 A-1091 Tel: (011-43-222) 315-511 Telex: 74634	James K. Freckman Agricultural Counselor	
	<b>Bangladesh</b> , Dhaka American Embassy Adamjee Court Bldg. Montijheel Tel: 235-093 or 282-170 through 179	Robert E. Haresnape Agricultural Attaché	
	<b>Belgium</b> , Brussels (also Luxembourg) American Embassy 27 Blvd. du Regent Brussels 1000 Tel: (011-32-2) 513-3830 Telex: 846-21336	Roger S. Lowen Agricultural Counselor	American Embassy APO New York 09667
	<b>Belgium</b> , Brussels U.S. Mission to the European Communities (USEC) 40 Blvd. du Regent 1000 Brussels Tel: 513-4450 Telex: 21336	Frank A. Padovano Agricultural Counselor	American Embassy USEC, APO New York 09667

<b>Brazil, Brasilia</b> (also Paraguay) American Embassy Avenida das Nacoes, Lote No. 3 Tel: (011-55-61) 223-0120 Direct Line: 226-3159 Telex: 061-1091	James A. Truran Agricultural Attaché	American Embassy APO Miami 34030
<b>Brazil, Rio de Janeiro</b> American Consulate General Avenida Presidente Wilson, 147 Tel: (011-55-21) 292-7117 ext. 250 Direct Line 240-5759 Telex: 021-21466	Louis A. Vandergriff Agricultural Officer	American Consulate General RDJ, APO Miami 34030
<b>Brazil, Sao Paulo</b> U.S. Trade Center Chaves, Avenida Paulista 2439 Tel: (011-55-21) 853-2011 Telex: 011-22183	Paul R. Hoffman Agricultural Officer	American Consulate General SP, APO Miami 34030
<b>Canada, Ottawa</b> American Embassy 100 Wellington Street K1P 5T1 Tel: Area Code (613) 238-5335 Telex: 0533582	Alexander Bernitz Agricultural Counselor	American Embassy P.O. Box 5000 Ogdensburg, N.Y. 13669
<b>Chile, Santiago</b> American Embassy Codina Bldg. 1343 Agustinas Tel: 710-133 Telex: 40062-ICA-CL	Lawrence R. Fouchs Agricultural Attaché	American Embassy APO Miami 34033
<b>China, Beijing</b> American Embassy Bruce Bldg. & San Ban Tel: 523-589 Direct Line: 52-2962	Norman R. Kallemeyn Agricultural Counselor	Agricultural Affairs Office American Embassy FPO San Francisco 96659
<b>Colombia, Bogota</b> American Embassy Calle 37 #8-40 Tel: (011-57) 285-1300 Direct Line: 245-0480 Telex: 44843	Lloyd I. Holmes Agricultural Counselor	American Embassy APO Miami 34038

<b>Costa Rica</b> , San Jose (also Panama) American Embassy Avenida 3 and Calle 1 Tel: (011-506) 331-155 Direct Line 220-635	Max F. Bowser Agricultural Attaché	American Embassy APO Miami 34020
<b>Denmark</b> , Copenhagen (also Norway) American Embassy Dag Hammarskjolds Alle 24 Tel: (011-45-1) 42-31-44 Telex: 22216	Edmund L. Nichols Agricultural Counselor	American Embassy APO New York 09170
<b>Dominican Republic</b> , Santo Domingo (also Haiti, Jamaica) American Embassy Corner of Calle Cesar Nicolas Pension and Calle Leopoldo Navarro Tel: (809) 682-2171 Telex: 3460013	Marvin L. Lehrer Agricultural Attaché	American Embassy APO Miami 34041
<b>Ecuador</b> , Quito American Embassy 120 Avenida Patria Tel: (011-593-2) 548-000 Telex: 02-2329 USICAQ-ED	Leonidas P.B. Emerson, Jr. Agricultural Attaché	American Embassy APO Miami 34039
<b>Egypt</b> , Arab Republic of, Cairo American Embassy 5 Sharia Latin America, Tel: (011-20-2) 774-666 Telex: 93773	Gerald W. Harvey Agricultural Counselor	American Embassy Box 22, FPO New York 09527
<b>France</b> , Paris American Embassy 2 Avenue Gabriel, 75382 Paris Cedex 08 Tel: (011-33-1) 296-1202 ext. 2766 Telex: 650-221	Ernest Koenig Agricultural Counselor	American Embassy APO New York 09777
<b>German Democratic Republic</b> , Berlin American Embassy 108 Berlin, Neustaedtische Kirchstrasse 4-5 Tel: (011-37-2) 220-2741 Telex: 112479 USEMB DD	William P. Huth Agricultural Attaché	American Embassy USBER, Box E APO New York 09742



<b>Germany</b> , Federal Republic of, Bonn American Embassy Deichmannsaue, 5300 BONN 2 Tel: (011-49-228) 339-3390 Direct Line 339-2133 Telex: 885-452	Richard L. Barnes Agricultural Counselor	American Embassy Box 385 APO New York 09080
<hr/> <b>Great Britain and Northern Ireland</b> (See United Kingdom)		
<b>Greece</b> , Athens (also Cyprus and Israel) American Embassy 8 Makedonon Street GR-115 21 Athens Tel: (011-30-1) 721-2951 Direct Line 643-1289 Telex: 21-5548	Gerald W. Shelden Agricultural Counselor	American Embassy APO New York 09253
<b>Guatemala</b> , Guatemala City (also Belize, El Salvador, Honduras, and Nicaragua) American Embassy 7-01, Avenida de la Reforma Zona 10 Tel: (011-502-2) 311-541 Direct Line 324-030	Robert R. Anlauf Agricultural Attaché	American Embassy APO Miami 34024
<b>Hong Kong</b> American Consulate General 26 Garden Road Tel: (011-852-5) 239-011	Michael L. Humphrey Agricultural Officer	American Consulate General Box 30 FPO San Francisco 96659
<b>India</b> , New Delhi (also Sri Lanka) American Embassy Shanti Path, Chanakyapuri 21 Tel: 600-651 Telex: USCS IN 031-4589	W. Garth Thorburn Agricultural Counselor	
<b>Indonesia</b> , Jakarta American Embassy Medan Merdeka Selatan 5 Tel: (011-62-21) 340-001/9 Telex: 44218 AMEMB JKT	Robert M. McConnell Agricultural Counselor	American Embassy APO San Francisco 96356
<b>Ireland</b> , Dublin American Embassy 42 Elgin Road Ballsbridge Tel: (011-353-1) 688-777 Telex: 25240	Pitamber "Dev" Devgon Agricultural Attaché	

<b>Israel</b> , Tel Aviv (also Cyprus and Turkey) American Embassy 71 Hayarkon Street Tel: (011-972-3) 654-338 Telex: 33376	Gerald L. Sheldon (resides in Athens) Agricultural Attaché	American Embassy APO New York 09672
<b>Italy</b> , Rome American Embassy Via Veneto 119/A, 00187 ROME Tel: (011-39-6) 4674 Telex: 610450 AMBRMA or 613425 AMBRMB	James P. Rudbeck Agricultural Counselor	American Embassy APO New York 09794
<b>Food and Agricultural Agencies/FODAG</b> American Embassy Rome Tel: (011-39-6) 4674 ext. 472	George J. Dietz Agricultural Counselor	American Embassy First Secretary, FODAG APO New York 09794
<b>American Consulate General</b> Milan Piazza della Repubblica 32, 20124 Milano Tel: (011-39-2) 652-841 Telex: 330208	John H. Davenport Agricultural Officer	American Consulate General Box M APO New York 09794
<b>Ivory Coast</b> , Abidjan (also Guinea, Liberia, Senegal, Sierra Leone, Zaire) American Embassy 5 Rue Jesse Owens B.P. 1712 Tel: (011-225) 320-979 Telex: 3660	James M. Benson Agricultural Attaché	
<b>Japan</b> , Tokyo American Embassy 10-5 Akasaka, 1-chome Minato-Ku, Tokyo 107 Tel: (011-81-3) 583-7141 Telex: 2422118	William L. Davis, Jr. Agricultural Counselor	American Embassy Box 226 APO San Francisco 96503
<b>Kenya</b> , Nairobi (also Tanzania and Zambia) American Embassy P.O. Box 30137 Eliot Street Tel: (011-254-2) 334-141 Telex: 22964	Harold L. Norton Agricultural Attaché	American Embassy APO New York 09675

<b>Korea</b> , Seoul American Embassy 82 Sejong-Ro Chongro Ku Tel: (011-82-2) 722-2601 Telex: AMEMB 23108	Daniel B. Conable Agricultural Counselor	American Embassy APO San Francisco 96301
<b>Lebanon</b> , Beirut American Embassy Corniche at Rue Ain Mreisseh P.O. Box 110301 Avenue de Paris Tel: 361-800	Clyde E. Gumbmann Agricultural Attaché (Resident in Syria)	
<b>Malaysia</b> , Kuala Lumpur American Embassy A.I.A. Bldg. 376 Jalan Tun Razak P.O. Box 10035 Kuala Lumpur 01-02 Malaysia Tel: (011-60-3) 489-011	Frank Tarrant Agricultural Attaché	
<b>Mexico</b> , Mexico City, D.F. American Embassy Paseo de la Reforma 305 Colonia Cuauhtemoc Tel: Area Code (905) 221-0042 Telex: 017-73-091 or 017-75-685	John E. Montel Agricultural Counselor	
<b>Morocco</b> , Rabat American Embassy Charia Marrakech Tel: (011-212-7) 62-265 Telex: 31005	Forrest Geerken Agricultural Attaché	American Embassy APO New York 09284
<b>Netherlands</b> , The Hague American Embassy Lange Voorhout 102 Tel: (011-31-70) 624-911 Telex: (044) 31016	Rolland E. Anderson Agricultural Counselor	American Embassy APO New York 09159
<b>New Zealand</b> , Wellington American Embassy 29 Fitzherbert Terrace Tel: (011-64-4) 722-068 Telex: NZ 3305	John J. Reddington Agricultural Attaché	American Embassy FPO San Francisco 96690

---

**Nigeria**, Lagos  
(also Ghana and Cameroon)  
American Embassy  
2 Eleke Crescent  
P.O. Box 554  
Tel: (011-234-1) 610-097  
or 610-050  
Direct Line 615-699  
Telex: 21670 USEMLA NG

Christopher Goldthwaite  
Agricultural Attaché

---

**Norway**, Oslo  
American Embassy  
Drammensveien 18  
Oslo 2, Norway  
Tel: (011-47-2) 566-880

Edmund L. Nichols  
Agricultural Counselor  
(Resident in Copenhagen)

---

**Pakistan**, Islamabad  
American Embassy  
U.S. Embassy  
Diplomatic Enclave  
Ramna 5,  
P.O. Box 1048  
Tel: (011-92-51) 826-161  
Telex: 82-05-864

William L. Brant  
Agricultural Attaché

---

**Peru**, Lima  
(also Bolivia)  
American Embassy  
Av. Garcilazo de la Vega  
1400  
Apartado 1995  
Tel: (011-51-14) 286-000  
Telex: 25028 PE  
USCOMATT

Kenneth L. Murray  
Agricultural Attaché

American Embassy  
APO Miami 34031

---

**Philippines**, Manila  
American Embassy  
1201 Roxas Boulevard  
Tel: (011-63-2) 521-71-16  
Telex: 722-7366

Verle E. Lanier  
Agricultural Counselor

American Embassy  
APO San Francisco 96528

---

**Poland**, Warsaw  
American Embassy  
General  
Aleje Ujazdowskie 29/31  
Tel: (011-48-22) 214-619  
Telex: 813304 AMEMB PL

Frank A. Coolidge  
Agricultural Attaché

American Embassy-Warsaw  
c/o American Consulate  
APO New York 09213

---

**Portugal**, Lisbon  
American Embassy  
Avenida das Forças Armadas  
1600  
Tel: (011-351-1) 725-600  
Telex: 12528 AMEMB

Mollie J. Iler  
Agricultural Counselor

American Embassy  
APO New York 09678

<b>Romania</b> , Bucharest (also Bulgaria) American Embassy Strada Tudor Arghezi 7-9 Tel: (011-40-0) 12-40-40 Telex: 11416	Thomas B. O'Connell Agricultural Attaché	American Consulate General (BUCH) APO New York 09213 (BUH)
<b>South Africa</b> , Pretoria (also Lesotho, Botswana, Swaziland, Zimbabwe) American Embassy Thibault House 225 Pretorius Street Transvaal Tel: (011-27-12) 284-266 Telex: 3-751	Guy L. Haviland Agricultural Counselor	
<b>Spain</b> , Madrid American Embassy Serrano 75 Tel: (011-34-1) 276-3400 or 276-3600 Telex: 27763	Fred W. Traeger Agricultural Counselor	American Embassy APO New York 09285
<b>Sweden</b> , Stockholm (also Finland) American Embassy Strandvagen 101, Stockholm S-11527 Tel: (011-46-8) 630-520 Telex: 12060 AMEMB S	Shackford Pitcher Agricultural Attaché	
<b>Switzerland</b> , Bern American Embassy 93/95 Jubilaumstrasse 93 3005 Bern Tel: (011-41-3) 437-011 Direct Line 437-276 Telex: 32128	Mattie R. Sharpless Agricultural Attaché	
<b>U.S. Mission to the  European Office of the UN  and Other International  Organizations (GENEVA)</b> 1-3 Ave. de la Paix, 1202 11, Route de Pregny 1292 Chambesy Tel: (011-41-22) 320-970 Telex: 22103 USM 10CH	Anthony N. Cruit Agricultural Counselor	

<b>Syria</b> , Damascus (also Lebanon, Jordan and Iraq) American Embassy Abu Rumaneh Al Mansur St. No. 2 P.O. Box 29 Tel: 332-315, 352-814, or 330-416 Telex: 411919 USDAMA SY	Clyde E. Gumbmann Agricultural Attaché	
<b>Taiwan</b> <b>American Institute in Taiwan</b> , (Taipei Office) 7/9 Lane 134, Hsin Yi Road Section 3 Tel: (011-886-2) 709-2000 Telex: 23890 USTRAD	John T. Hopkins Agricultural Officer	American Institute In Taiwan P.O. Box 1612 Washington, DC 20013
<b>Thailand</b> , Bangkok American Embassy 95 Wireless Road Tel: (011-66-2) 252-5040	Thomas Slayton Agricultural Attaché	American Embassy APO San Francisco 96346
<b>Turkey</b> , Ankara American Embassy 110 Ataturk Blvd. Kavaklidere Tel: (011-90-41) 265-470 Telex: 43144 USIA TR	Alfred R. Persi Agricultural Attaché	American Embassy APO New York 09254
<b>Union of Soviet Socialist Republics</b> , Moscow American Embassy Ulitsa Chaykovskogo 19/21/23 Tel: 252-2451 thru 59 Telex: 413160 USGSO SU	Weyland Beeghly Agricultural Attaché	American Embassy-AGR APO New York 09862
<b>United Kingdom</b> , London (Great Britain and Northern Ireland) American Embassy 24/31 Grosvenor Sq. W. 1 Tel: 499-9000, ext. 2465 Telex: 266777	Turner L. Oyloe Agricultural Counselor	American Embassy Box 40 FPO New York 09510
<b>Uruguay</b> , Montevideo American Embassy Calle Lauro Muller 1776 Tel: 40-90-51 Direct Line 45-455	J. Dawson Ahalt Agricultural Attaché (Resident in Buenos Aires)	American Embassy APO Miami 34035

**Venezuela**, Caracas  
(also Barbados, Guyana,  
Netherlands Antilles, St.  
Lucia, St. Vincent, Surinam,  
Trinidad and Tobago)  
American Embassy  
Avenida Francisco de  
Miranda and Avenida  
Principal de la Floresta  
Tel: (011-58-2)  
284-6111/7111  
Telex: 25501 AMEMB VE

Harry C. Bryan  
Agricultural Counselor

American Embassy  
APO Miami 34037

**Yugoslavia**, Belgrade  
American Embassy  
50 Kneza Milosa  
11000 Belgrade  
Tel: (011-38-11) 645-655  
Telex: 11529

Harlan J. Dirks  
Agricultural Counselor

c/o AmEmbassy/Belgrade  
APO New York 09213 (BEG)

#### Sample Mailing Addreseses

Below are the three accepted forms for addressing mail to an overseas post, using the agricultural counselor of the American Embassy in Jakarta, as an example:

##### *APO/FPO Address*

Agricultural Counselor  
American Embassy  
Box 1  
APO San Francisco 96356

##### *Department of State Pouch Address*

Agricultural Counselor  
Jakarta  
Department of State  
Washington, DC 20520

##### *International Address*

Agricultural Counselor  
American Embassy  
Medan Merdeka Selatan 5  
Jakarta, Indonesia

Note: Show USEC or OECD after American Embassy where appropriate.

#### Agricultural Trade Offices

The Agricultural Trade Act of 1978 directed the establishment of trade offices in major centers of commerce throughout the world. This law requires a minimum of 6 and a maximum of 25 such offices to develop, maintain, and expand international markets for U.S. agricultural commodities. These offices serve as centers for export sales promotions and contact points for importers seeking to buy farm products from the United States.

#### Posts Abroad

Country/City/Address Telephone/Telex	Name and Title	APO/FPO Postal Service
---	----------------	------------------------

**Algeria**, Algiers  
American Embassy  
4 Chemin Cheich Bachir  
Brahimi  
B.P. Box 549 (Alger-Gare)  
Tel: (011-213) 601-425  
ext. 251  
Direct Line 603-546  
Telex: 14307 USATO TN

John H. Wilson  
Agricultural Attaché



<b>Bahrain</b> , Manama American Embassy Shalkh Isa Road P.O. Box 26431 Tel: (011-973) 714-151 Direct Line 742-127 Telex: 9398 USATO BN	Theodore Horoschak Agricultural Trade Officer	American Embassy FPO New York 09526
<b>China</b> , Beijing American Embassy Bruce Bldg. & San Ban Tel: 523-831	Joel Haggard Agricultural Trade Officer	American Embassy FPO San Francisco 96655
<b>Germany, Federal Republic of</b> , Hamburg American Consulate General Gr. Theaterstrasse 42 D-2000 Hamburg 36 Tel: (011-49-40) 341207 Telex: 02163970 ATO D	Hilton Settle Agricultural Trade Officer	c/o American Consulate General APO New York 09215
<b>Korea</b> , Seoul American Embassy #63 Eulchirol-Ka Chung-Ku Tel: (011-82-2) 788-9115 ext. 4118 Telex: K25823 SOLATO	LaVerne Brabant Agricultural Trade Officer	American Embassy APO San Francisco 96301
<b>Nigeria</b> , Lagos American Embassy 2 Eleke Crescent P.O. Box 554 Lagos, Nigeria Tel: (011-234-1) 634-864 Telex: 53681 USAGR DZ	John DeCourcy Agricultural Trade Officer	
<b>Poland</b> , Warsaw American Embassy Aleje Ujazdowskie 29/31 Tel: (011-48-22) 214-619 Telex: 53681 USAGR DZ	Vacant Agricultural Trade Officer	American Embassy Warsaw c/o American Consulate General APO New York 09213
<b>Saudi Arabia</b> , Jeddah American Consulate General Al Zoman Commercial Center Palestine & Hayel Streets Tel: (011-966-2) 661-2408 Telex: 404683	Jerome M. Kuhl Agricultural Trade Officer	American Consulate General JEDDAH APO New York 09697
<b>Singapore</b> American Embassy 15-00 Liat Towers 541 Orchard Road Singapore 0923 Tel: (011-65) 737-1233 or 734-1820 Telex: RS 33229-USATO	James Y. Iso Agricultural Trade Officer	American Embassy FPO San Francisco 96699



---

**Tunisia**, Tunis  
American Embassy  
144 Avenue de la Liberte  
Tunis, Tunisia  
Tel: (011-26-1) 282-566  
Telex: 14307 USATO

Thomas A. Pomeroy  
Agricultural Trade Officer

---

**United Kingdom**, London,  
England  
American Embassy  
101 Wigmore Street, W1H 9  
AB  
Tel: (011-44-1) 499-0024  
Telex: 296009 USAGOF

W. Lynn Abbott  
Agricultural Trade Officer

American Embassy  
Box 40  
FPO New York 09510

---

**Venezuela**, Caracas  
American Embassy  
Torre C. Piso 19, Centro  
Plaza  
Los Palos Grandes, Caracas  
1060  
Tel: (011-58-2) 283-2599  
or 283-2353  
Telex: 29119-USATO VC

John Jacobs  
Agricultural Trade Officer

American Embassy  
APO Miami 34037

## Export Publications

The Foreign Agricultural Service issues a variety of publications to assist agricultural exporters. Of particular interest are the following:

### ***Foreign Agriculture***

This monthly magazine for U.S. businesses selling farm products overseas provides tips on how best to break into exporting, descriptions of the markets with the greatest sales potential, and export assistance available from the U.S. Department of Agriculture. These concise and readable articles are generally accompanied by tables and graphs to let readers know at a glance what's going on overseas. Periodic special issues—such as one devoted entirely to the export of value-added items—provide a more indepth look at important segments of the overseas market. And every month regular news departments provide short wrapups of foreign buying trends, new competitors and products, trade policy developments, and promotion activities going on around the world.

Annual subscription rate is \$16 domestic; \$20 foreign. Order from Superintendent of Documents, Government Printing Office, Washington, DC 20402.

### ***Foreign Agricultural Circulars***

These periodic commodity reports provide agricultural exporters with timely, reliable information on the needs of foreign buyers, changing consumer preferences, and the supply and demand situation in countries around the world. World agricultural information and updates on special FAS export services for the food and agricultural trade are highlighted in the circulars.

The monthly *World Crop Production* report provides USDA's estimates on the production of wheat, rice, coarse grains, oilseeds, and cotton in major countries and selected regions of the world.

These publications are available through subscription. For a price list and order blank, write Foreign Agricultural Service, Information Division, Room 4644-S, U.S. Department of Agriculture, Washington, DC 20250.

***Weekly Roundup of World Production and Trade***

This report presents current news and statistics on various commodities, and a summary of recent developments in world production and trade. There is no charge for this report which can be mailed only to addresses within the United States. Order from the Foreign Agricultural Service, Information Division, Room 5018-S, U.S. Department of Agriculture, Washington, DC 20250.

## Related Agencies

### Office of Transportation

In 1978, USDA consolidated its agricultural transportation activities under the Office of Transportation (OT). OT is the center for all transportation matters—domestic and international. OT develops transportation policies and programs and represents the interests of agriculture and rural communities with other Government agencies. In addition, OT supplies technical assistance and information, identifies barriers, and estimates adverse effects on transport systems in agriculture. It also administers a program of economic assistance and technical research and development. Further information may be obtained from:

Martin F. Fitzpatrick, Director  
Office of Transportation  
U.S. Department of Agriculture  
Room 1405-Auditors Building  
Washington, DC 20250  
Tel: (202) 447-3963

The International Transportation Services Branch (ITSB) of the Office of Transportation assists in developing foreign marketing programs to help agricultural exporters develop equitable and reasonable transportation rates and services. ITSP also works to assure more efficient and expeditious delivery of food and fiber to foreign markets.

ITSP publishes *World Agricultural Transportation Report*, a monthly periodical that provides up-to-date information on foreign agricultural trade, U.S. and foreign port development, ocean and air transportation, and current trends in the transportation industry.

Thomas M. Poerstel, Chief  
International Transportation Services Branch  
Office of Transportation  
U.S. Department of Agriculture  
Room 1405-Auditors Building  
Washington, DC 20250  
Tel: (202) 447-7481

### Transportation Service

---

#### American Association of Port Authorities

1010 Duke Street  
Alexandria, VA 22314  
Tel: (703) 684-5700

A corporate body that provides an organizational resource to all of the 70 major ports in the United States. Dedicated to the service of the port industry and the professionalism of port managers, AAPA's missions are to facilitate port development, promote the prestige of the ports, analyze significant issues, and represent the port industry in appropriate national and international government forums.

---

#### American Trucking Association

2200 Mill Road  
Alexandria, VA 22314  
Tel: (703) 838-1700

A national federation of 51 independent and autonomous State trucking associations that represent all classes and types of trucking operations, and 13 independent and autonomous conferences that represent special classes or types of trucking operations.

---

#### Animal Air Transportation Association (AATA)

P.O. Box 55500  
619 Broadcreek Drive  
Fort Washington, MD 20744  
Tel: (301) 292-1970

A forum for the people and organizations engaged in any phase of the transportation of animals and related services. The organization is concerned with air, surface, and marine transport, plus animal handling and care before and after shipment. The association provides a clearinghouse of information and ideas, a means for making research needs known, and a channel for disseminating research findings. AATA conducts an annual conference and publishes conference proceedings.

---

**Association of American Railroads**

1920 L Street, N.W.  
Washington, DC 20036  
Tel: (202) 835-9100

The central corresponding and research agency in railroad operation and maintenance, engineering, research safety, accounting, finance, valuation, taxation, legislation, and transportation.

---

**Federal Maritime Commission**

1100 L Street, N.W., Suite  
10131  
Washington, DC 20573  
Tel: (202) 523-5796

An independent agency that administers the regulatory statutes affecting water common carriers engaged in U.S. foreign and certain domestic offshore trade commerce.

---

**Industry Agriculture Advisory Board**

1709 New York Avenue, N.W.  
Washington, DC 20006  
Tel: (202) 626-4000

An organization that ensures a continuing dialogue between air carrier representatives and the agricultural community. In connection with the U.S. Department of Agriculture's Office of Transportation and the U.S. Department of Commerce, this group aims to ensure technical communication on the needs and requirements for efficient and effective air transportation of all agricultural products.

---

**National Maritime Council**

1748 N Street, S.W.  
Washington, DC 20036  
Tel: (202) 785-3754

An organization representing U.S. exporters and importers, shoreside and seagoing labor, and U.S.-flag steamship companies. NMC missions include an orderly expansion of U.S. domestic and international commerce; the creation of more maritime jobs of U.S. citizens; and the promotion of a competitive U.S.-flag merchant fleet.

---

**Saint Lawrence Seaway Development Corporation  
U.S. Department of Transportation**

400 Seventh Street, S.W.,  
Room 5424  
Washington, DC 20590  
Tel: (202) 426-3346

A corporation that oversees the operation of the two American locks owned by the United States. The agency also works in conjunction with its Canadian counterpart in the overall running of the seaway.

---

**U.S. Maritime Administration  
U.S. Department of Transportation**

Office of Marketing and  
Domestic Enterprise  
400 Seventh Street, S.W., Suite  
73021  
Washington, DC 20590  
Tel: (202) 426-5750

An office that provides information and assistance in the use of ocean vessels for marketing in port and intermodal movements, and in domestic water transportation. Regional and area offices are located in eight domestic marketing centers in the United States.

## Animal and Plant Health Inspection Service

The Animal and Plant Health Inspection Service is responsible for the inspection and certification of animals, plants, and agricultural products to meet health and/or sanitation requirements for export. Agency veterinarians inspect animals, poultry, and animal products to assure conformance with health and sanitation requirements for export as prescribed by the United States and the country of destination. At the request of exporters, plant inspectors certify the sanitation of plants and plant foods in accordance with the requirements of the receiving nations.

---

Administrator	Bert W. Hawkins	(202) 447-3668
Associate Administrator	James O. Lee, Jr.	(202) 447-3861
Deputy Administrator, (PPQ) Plant Protection and Quarantine	Harvey L. Ford	(202) 447-5601
Deputy Administrator, (VS) Veterinary Service	John K. Atwell	(202) 447-5193
Deputy Administrator for Management and Budget	Larry B. Slagle	(202) 447-5213
Information Division Director	King F. Lovinger	(202) 447-3977
Branches		
Chief, Veterinary Services	Larry Mark	(202) 447-6315
Chief, Plant Protection and Quarantine	Betsy Adams	(202) 447-6190
Head, Special Projects Staff	Kenneth Goodrich	(202) 447-2371

### Veterinary Services

---

Deputy Administrator	John K. Atwell	(202) 447-5193
Associate Deputy Administrator	Kenneth R. Hook	(202) 447-6835
Assistant Deputy Administrator International Programs	Norvan L. Meyer	(202) 447-7593
Assistant to the Deputy Administrator	G. H. McFaden, Jr.	(202) 447-6631
Assistant to the Deputy Administrator	William E. Ketter	(202) 447-5945
<i>National Brucellosis Eradication Program</i>	Billy G. Johnson	(301) 436-8144
National Program Planning Staff Director	Saul T. Wilson	(301) 436-8721
Assistant to the Director	Henry W. Harper	(301) 436-5928
Cattle Diseases	Granville H. Frye	(301) 436-8711
Import/Export Animals and Products	David E. Herrick	(301) 436-8530
Special Diseases	E. R. Mackery	(301) 436-8695
Technical Assessment	O. F. Schwindaman	(301) 436-8388
Interstate Inspection and Compliance	Robert D. Whiting	(301) 436-8695
Veterinary Biologics	D. A. Espeseth	(301) 436-8245
Assistant Deputy Administrator Animal Health Programs	E. C. Sharman	(301) 436-8093

Animal Care Staff	W. C. Stewart	(301) 436-7833
National Emergency Field Operations	A. E. Hall	(301) 436-8073
Technical Support	H. A. McDaniel	(301) 436-8073
<hr/>		
<i>National Veterinary Services Laboratories, Ames, Iowa</i>	Rube Harrington, Jr.	(515) 232-0250
<b>Plant Protection and Quarantine</b>		
Deputy Administrator	Harvey L. Ford	(202) 447-5601
Associate Deputy Administrator	William F. Helms	(202) 447-4441
Assistant Deputy Administrator, National Programs	D. Scot Campbell	(202) 447-5283
Assistant Deputy Administrator, International and Emergency Programs	G. G. Rohwer	(202) 447-7021
Assistant to the Deputy Administrator	F. D. Myers	(202) 447-6907
<b>National Program Planning Staff</b>		
Director	R. L. Williamson	(301) 436-8261
Associate Director	R. R. Backus	(301) 436-8261
Assistant to the Director	M. T. Pender	(301) 436-8261
Technology Analysis and Development Staff	H. E. Fairchild	(301) 436-8896
Field Operations Support Staff	P. G. Snyder	(301) 436-8295
Biological Assessment Support Staff	J. Lightfield	(301) 436-8367
Regulatory Services Staff	T. Lanier	(301) 436-8247
Plant Pest Survey and Detection Staff	R. L. Johnson	(301) 436-6404
<b>International and Emergency Programs</b>		
Coordinator International Programs	Shannon W. Wilson	(301) 436-8892
Coordinator Emergency Programs	B. Glenn Lee	(301) 436-6365
<b>International Programs</b>		
<b>Regional Offices</b>		
<i>Region I (Latin American Region)</i>		
Apartado Postal #815 Monterrey, Nuevo Leon, Mexico	G. E. Cavin Regional Director	011-52-83-48-20-55
<i>Region II (Europe &amp; Africa)</i>		
Nassauplein 40A 2585 ED The Hague Netherlands	Alvin K. Chock Regional Director	(301) 436-8892
<i>Region III (Asia &amp; Pacific)</i>		
908 Pacific News Building Agana, Guam 96910	Stanley S. Miyake Regional Director	(671) 477-9012



**National Programs****Regional Offices**

*Northern Regional Office*  
505 South Lenola Road  
Moorestown, NJ 08057

C. D. Nigro  
Regional Director

(609) 235-9120

*Southeastern Regional Office*

3505 25th Avenue  
P.O. Box 3659  
Gulfport, MS 39503

D. F. Husnik  
Regional Director

(601) 683-1813

*South Central Regional Office*

2100 Boca Chica Blvd.  
Boca Chica Tower Building  
Brownsville, TX 78521

Robert Morgan  
Regional Director

(512) 542-7231

*Western Regional Office*

620 Central Avenue  
Building 2B  
Alameda, CA 94501

Al Elder  
Regional Director

(415) 273-6041

**Veterinary Services****Regional Offices**

*Northern Regional Office*  
Building 12, GSA Depot  
Scotia, NY 12302

G. J. Fichtner  
Regional Director

(518) 370-5026

*North Central Regional Office*

317 Iverness Way South  
Englewood, CO 80112

B. D. Ward  
Regional Director

(303) 327-6012

*Southeastern Regional Office*

700 Twiggs Street  
Room 821  
Tampa, FL 33602

J. C. Jefferies  
Regional Director

(813) 228-2952

*South Central Regional Office*

221 W. Lancaster Avenue  
Suite 310  
Fort Worth, TX 76102

Robert Morgan  
Regional Director

(817) 870-5566

*Western Regional Office*

245 E. Liberty Street  
Room 300  
Reno, NV 89501

A. Strating  
Regional Director

(702) 784-5801

**Export of Live Animals and Live Poultry**

*Eastern Hemisphere*

Dr. George O. Winegar  
Chief Staff Veterinarian  
Veterinary Services  
Animal & Plant Health Inspection Service  
U.S. Department of Agriculture  
Hyattsville, MD 20782  
Tel: (301) 436-8383

*Western Hemisphere*

Dr. Najam Faizi  
Staff Veterinarian  
Veterinary Services  
Animal & Plant Health Inspection Service  
U.S. Department of Agriculture  
Hyattsville, MD 20782  
Tel: (301) 436-8383

---

**Northern Region**

Dr. G. J. Fichtner  
Regional Director  
Building 12/GSA Depot  
Scotia, NY 12302  
Tel: (518) 370-5026  
FTS: 563-2346/2328

**Illinois**

Dr. James E. Christy, AVIC  
USDA/APHIS, Veterinary  
Services  
614 East Carpenter Street  
Springfield, IL 62708  
Tel: (217) 492-4104  
FTS: 955-4104

**Indiana**

(Vacant), AVIC  
USDA/APHIS, Veterinary  
Services  
5610 Crawfordsville Road,  
Suite 1000  
Indianapolis, IN 46224  
Tel: (317) 248-4132  
FTS: 331-4132

**Massachusetts**

(Connecticut, Rhode Island,  
Maine, Vermont, and New  
Hampshire)

Dr. W. G. Smith, AVIC  
USDA/APHIS, Veterinary  
Services  
424 Trapelo Road  
Building 134-N  
Waltham, MS 02154  
Tel: (617) 647-8761  
FTS: 839-7761

**Maryland** (Delaware)

Dr. Nancy E. Wiswall, AVIC  
USDA/APHIS, Veterinary  
Services  
2568-A Riva Road, 2nd Floor

Annapolis, MD 21401  
Tel: (301) 962-7726  
FTS: 922-7726

**New Jersey**

Dr. I. H. Huff, AVIC  
USDA/APHIS, Veterinary  
Services  
2333 Whitehorse/Mercerville  
Rd.  
Suite 6  
Trenton, NJ 08619  
Tel: (609) 989-2255  
FTS: 483-2255

**New York**

Dr. W. F. Nape, AVIC  
USDA/APHIS, Veterinary  
Services  
80 Wolf Road, Suite 503  
Albany, NY 12205  
Tel: (518) 472-4477  
FTS: 562-4477

**Michigan**

Dr. Wayne Sanderson, AVIC  
USDA/APHIS, Veterinary  
Services  
P.O. Box 16060 (Letters)  
Lansing, MI 48901  
  
Ottawa Building North  
(Packages)  
4th Floor  
Lansing, MI 48933  
Tel: (517) 373-8280  
FTS: 374-1656

**Minnesota**

Dr. F. E. Siegfried, AVIC  
USDA/APHIS, Veterinary  
Services  
Metro Square Building  
7th and Robert Street  
Room LL58  
St. Paul, MN 55101  
Tel: (612) 725-7691  
FTS: 725-7691

**New York Animal Import  
Center**

Dr. W. F. Haenel,  
Supervisory VMO  
USDA/APHIS, Veterinary  
Services  
Route 1, Box 74  
Rock Tavern, NY 12575  
Tel: (914) 564-2500  
FTS: 883-6125

**Ohio**

Dr. D. R. Stauffer, AVIC  
USDA/APHIS, Veterinary  
Services  
P.O. Box 264  
Pickerington, OH 43147  
Tel: (614) 469-5602  
FTS: 943-5602

**Pennsylvania**

Dr. Ronald E. Yoxheimer,  
AVIC  
USDA/APHIS, Veterinary  
Services  
2301 N. Cameron Street  
Room 402  
Harrisburg, PA 17110  
Tel: (717) 782-3442  
FTS: 590-3442

**Virginia**

Dr. James N. Thomas, AVIC  
USDA/APHIS, Veterinary  
Services  
Washington Building  
6th Floor  
1100 Bank Street  
Richmond, VA 23219  
Tel: (804) 771-2774  
FTS: 925-2774

**West Virginia**

Dr. Kay W. Wheeler, AVIC  
USDA/APHIS, Veterinary  
Services  
4720 Brenda Lane, Bldg., #5  
Charleston, WV 25312  
Tel: (304) 347-5245  
FTS: 930-5245



## **Wisconsin**

Dr. A. R. McLaughlin, AVIC  
USDA/APHIS, Veterinary  
Services  
801 West Badger Road,  
(Packages)  
Suite 201

P.O. Box 9688 (Letters)  
Madison, WI 53713  
Tel: (608) 264-5208  
FTS: 364-5208

---

## **North Central Region**

Dr. B. D. Ward, Regional Director  
317 Inverness Way South  
Englewood, CO 80112  
Tel: (303) 796-6850  
FTS: 564-6850  
Telex: 837-6012

---

### **Colorado**

Dr. P. R. Henry, AVIC  
USDA/APHIS, Veterinary  
Services  
2490 W. 26th Avenue  
Room 237  
Denver, CO 80211  
Tel: (303) 837-3481  
FTS: 564-3481

### **Iowa**

Dr. P. A. Pickerill, AVIC  
USDA/APHIS, Veterinary  
Services  
Federal Building, Room 877  
210 Walnut Street  
Des Moines, IA 50309  
Tel: (515) 284-4140  
FTS: 862-4140

### **Kansas**

(Vacant), AVIC  
USDA/APHIS, Veterinary  
Services  
P.O. Box 1518 (Letters)  
Topeka, KS 66601  
444 S.E. Quincy, Room 136  
(Packages)  
Topeka, KS 66683  
Tel: (913) 295-2840  
FTS: 752-2840

### **Missouri**

Dr. Robert B. Moody, AVIC  
USDA/APHIS, Veterinary  
Services  
P.O. Box 1027 (Letters)  
Jefferson City, MO 65102

1442 Aaron Court  
(Packages)  
Jefferson City, MO 65101  
Tel: (314) 636-3116  
FTS: 276-3547

### **Montana**

Dr. J. W. Moore, AVIC  
USDA/APHIS, Veterinary  
Services  
6th & Roberts (Capitol  
Station)  
Helena, MT 59620  
Tel: (406) 449-5407  
FTS: 585-5407

### **Nebraska**

Dr. Richard R. Bowen, AVIC  
USDA/APHIS Veterinary  
Services  
P.O. Box 81866 (Letters)  
Lincoln, NE 68501  
100 Centennial Mall N  
Rm. 303 (Packages)  
Lincoln, NE 68508  
Tel: (402) 471-5441  
FTS: 541-5441

### **North Dakota**

Dr. I. H. Huff, AVIC  
USDA/APHIS, Veterinary  
Services  
P.O. Box 639 (Letters)  
Bismarck, ND 58502

220 E. Rosser Ave., Rm. 222  
(Packages)  
Bismarck, ND 58502  
Tel: (701) 255-4011, ext.  
211  
FTS: 783-4211

### **South Dakota**

Dr. Donald H. Person, AVIC  
USDA/APHIS, Veterinary  
Services  
200 W. Pleasant Drive  
Pierre, SD 57501  
Tel: (605) 224-6186  
FTS: 782-5276

### **Utah**

Dr. R. D. Hobbs, AVIC  
USDA/APHIS, Veterinary  
Services  
Agricultural Building  
Room 302  
350 North Redwood Road  
Salt Lake City, UT 84116  
Tel: (801) 524-5010  
FTS: 588-5010

## **Wyoming**

Dr. Bernard C. Zecha, AVIC  
USDA/APHIS, Veterinary  
Services  
Federal Post Office  
(Packages)  
2120 Capitol Avenue  
Room 8018  
Cheyenne, WY 82001  
P.O. Box 825 (Letters)  
Cheyenne, WY 82001  
Tel: (307) 772-2186  
FTS: 328-2186

---

## **South Central Region**

Dr. Robert Morgan, Regional Director  
Texas and Pacific Building  
221 W. Lancaster Avenue, Suite 310  
Fort Worth, TX 76102  
Tel: (817) 870-5566  
FTS: 728-5566

---

### **Arkansas**

Dr. J. E. Thomas, AVIC  
USDA/APHIS, Veterinary  
Services  
700 West Capitol Avenue  
Room 5508  
Little Rock, AR 72203  
Tel: (501) 378-5254  
FTS: 740-5254

### **Louisiana**

Dr. G. S. Jacobsen, AVIC  
USDA/APHIS, Veterinary  
Services  
P.O. Box 1391  
Baton Rouge, LA 70821  
Tel: (504) 389-0436  
FTS: 687-0436

### **New Mexico**

Dr. R. E. Thompson, AVIC  
USDA/APHIS, Veterinary  
Services  
P.O. Box 464  
Albuquerque, NM 87103  
Tel: (505) 766-3722  
FTS: 474-3722

### **Oklahoma**

(Vacant), AVIC  
USDA/APHIS, Veterinary  
Services  
A. P. Murrah Federal Bldg.,  
Room 566  
200 N.W. 5th Street  
Oklahoma City, OK 73102  
Tel: (405) 231-4335  
FTS: 736-4335

### **Texas**

Dr. E. S. Cox, AVIC  
USDA/APHIS, Veterinary  
Services  
611 East 6th Street  
Grant Building, Second Floor  
Austin, TX 78701  
Tel: (512) 482-5551  
FTS: 770-5551

---

## **Southeastern Region**

Dr. J. C. Jefferies, Regional Director  
700 Twiggs Street, Room 820 (Packages, Express Mail)  
Tampa, FL 33602

P.O. Box 560 (Letters)  
Tampa, FL 33601  
Tel: (813) 228-2952  
FTS: 826-2952

---

### **Alabama**

Dr. M. A. Mixson, AVIC  
USDA/APHIS Veterinary  
Services  
P.O. Box 7425 (Letters)  
Montgomery, AL 36107  
  
1445 Federal Drive  
(Packages)  
Montgomery, AL 36107  
Tel: (205) 832-7141  
FTS: 534-7141

### **Florida, Gainesville**

Dr. W. B. Grene, AVIC  
USDA/APHIS, Veterinary  
Services Board  
207 N.W. 23rd Avenue  
Gainesville, FL 32601  
Tel: (904) 377-5632  
FTS: 946-7297

### **Florida, Key West**

Dr. G. E. Krill, AVIC  
USDA/APHIS, Veterinary  
Services  
P.O. Box 4120  
Key West, FL 33040  
Tel: (305) 294-4688  
FTS: 350-4447

### **Georgia**

Dr. R. W. Bennett, AVIC  
USDA/APHIS, Veterinary  
Services  
1000 Iris Drive, Suite G  
Conyers, GA 30208  
Tel: (404) 922-7860

### **Kentucky**

Dr. R. R. Geyer, AVIC  
USDA/APHIS, Veterinary  
Services  
P.O. Box 399  
Frankfort, KY 40601  
Tel: (502) 277-9651  
FTS: 352-5398

### **Miami Animal Import Center**

Dr. D. E. Bruch, AVIC  
USDA/APHIS, Veterinary  
Services  
Import-Export, Suite 102  
8120 N.W. 53rd Street  
Miami, FL 33166  
Tel: (305) 350-6920  
FTS: 350-6920

### **Mississippi**

Dr. K. M. McEnroe  
(Acting) AVIC  
USDA/APHIS, Veterinary  
Services  
1223 New Federal Building  
Jackson, MS 39269  
Tel: (601) 960-4307  
FTS: 490-4307

### **North Carolina**

Dr. Billy S. Perryman, AVIC  
3509 Haworth Drive  
3rd Floor, Room 310  
Raleigh, NC 27609  
Tel: (919) 755-4170  
FTS: 672-4170

### **Puerto Rico** (also Virgin Islands)

Dr. G. P. Combs, AVIC  
USDA/APHIS, Veterinary  
Services  
(Tick Eradication Program)  
G.P.O. Call Box 71355  
San Juan, PR 00936

Plaza 20 Bldg., 2nd Floor  
(Packages)  
603 Hipodromo Avenue  
Santurce, PR 00908  
Tel: (809) 724-0466  
FTS: 753-4971

### **South Carolina**

Dr. C. H. Miranda, AVIC  
USDA/APHIS, Veterinary  
Services  
1835 Assembly Street, Room  
561  
Columbia, SC 29201  
Tel: (803) 765-5612  
FTS: 677-5612

### **Tennessee**

Dr. J. B. Anderson, AVIC  
Animal Industries Bldg.  
(Packages)  
Ellington Agricultural Center  
Hogan Road, Room 206  
Nashville, TN 37204  
  
P.O. Box 110950 (Letters)  
Nashville, TN 37222  
Tel: (615) 251-5594  
FTS: 852-5594

---

## Western Region

Dr. A. Strating  
Regional Director  
245 East Liberty, Room 300 (Packages)  
Reno, NV 89501

P.O. Box 2730 (Letters)  
Reno, NV 89505  
Tel: (702) 784-5801  
FTS: 470-5801

---

### Alaska/Washington

Dr. D. A. Mitchell, AVIC  
USDA/APHIS Veterinary  
Service  
700 Park Village Plaza  
1200 Cooper Point Rd., S.W.  
Olympia, WA 98502  
Tel: (206) 753-9430  
FTS: 434-9430

### Arizona

Dr. B. Mathis, AVIC  
USDA/APHIS Veterinary  
Services  
2234 North Seventh Street  
Phoenix, AR 85006  
Tel: (602) 261-3391  
FTS: 261-3391

### California

Dr. J. D. Roswurm, AVIC  
USDA/APHIS Veterinary  
Services  
83 Scripps Drive  
Sacramento, CA 95825  
Tel: (916) 484-4891  
FTS: 468-4891

### Hawaii

Dr. D. J. Gilhooly, AVIC  
USDA/APHIS Veterinary  
Services  
300 Ala Moana Boulevard,  
Room 4320  
Honolulu, HI 96850  
Tel: (808) 546-7529

### Idaho

Dr. I. S. Meyers, AVIC  
USDA/APHIS Veterinary  
Services  
P.O. Box 9426  
Boise, ID 83707  
Tel: (208) 334-1201  
FTS: 554-1201

### Nevada

Dr. D. E. Rawson, AVIC  
USDA/APHIS Veterinary  
Services  
1550 So. Wells Avenue  
Suite 100  
Reno, NV 89502  
Tel: (702) 784-5414  
FTS: 470-5414

### Oregon

Dr. W. Prichard, AVIC  
USDA/APHIS Veterinary  
Services  
530 Center Street, N.E.  
Suite 335  
Salem, OR 97301  
Tel: (503) 399-5871  
FTS: 422-5871

## Food Safety and Inspection Service

USDA inspection of meat and poultry products assures that the product at the time of export certification is sound, properly labeled, U.S. inspected and passed, and meets any special requirements of the intended importing country.

### Office of the Deputy Administrator

Patricia F. Stofa  
Acting Deputy Administrator  
Room 341-E, Admin. Building  
Washington, DC 20250  
Tel: (202) 447-3473

Dr. Joseph L. Blair  
Acting Assistant Deputy  
Administrator  
Room 341-E, Admin. Building  
Washington, DC 20250  
Tel: (202) 447-2644

Dr. H. M. Steinmetz  
Veterinary Attaché  
U.S. Mission to European  
Community  
APO New York 09667  
Tel: 011-322-513-4450,  
ext. 2760  
(Brussels, Belgium)

**International Programs**

Dr. Wallace I. Leary  
Director, Export Coordination Division  
International Programs  
Room 4332-South Building  
Food Safety and Inspection Service  
U.S. Department of Agriculture  
Washington, DC 20250  
Tel: (202) 447-9051

Assistant Director	Dr. Richard Mikita	(202) 447-9052
Staff Officer	Dr. D. K. Anderson	(202) 447-9051
Staff Officer	Jack Baer	(202) 447-9052
Staff Officer	Dr. M. H. Chaudry	(202) 447-9052

**U.S. Regional Offices**

---

**Western Region**

(Alaska, American Samoa, Arizona, California, Colorado, Guam, Hawaii, Idaho, Mariana, Montana, Nevada, North Dakota, Oregon, South Dakota, Utah, Washington, and Wyoming)

Dr. D. C. Breeden, Director  
Building 2C - Room 102  
620 Central Avenue  
Alameda, CA 94501  
Tel: (415) 273-7402  
FTS: 536-7402

---

**Southwestern Region**

(Arkansas, Kansas, Louisiana, Missouri, Nebraska, New Mexico, Oklahoma, and Texas)

Dr. N. B. Isom, Director  
1100 Commerce Street, Room 5-F41  
Dallas, TX 75242  
Tel: (214) 767-9116  
FTS: 729-9743

---

**North Central Region**

(Illinois, Indiana, Iowa, Michigan, Minnesota, Ohio, and Wisconsin)

Dr. K. O. McDougall, Director  
607 East 2nd Street  
Des Moines, IA 50316  
Tel: (515) 284-4042  
FTS: 862-4042

---

**Southeastern Region**

(Alabama, Delaware, District of Columbia, Florida, Georgia, Kentucky, Maryland, Mississippi, North Carolina, Puerto Rico, South Carolina, Tennessee, Virginia, Virgin Islands, and West Virginia)

Dr. J. D. Willis, Director  
1718 Peachtree Street, N.W., Room 216  
Atlanta, GA 30309  
Tel: (404) 881-3911  
FTS: 257-3911

---

**Northeastern Region**

(Connecticut, Maine, Massachusetts, New Jersey, New Hampshire, New York, Pennsylvania, Rhode Island, Virginia, and Vermont)

Dr. M. C. McNay, Director  
1421 Cherry Street, 7th Floor  
Philadelphia, PA 19102  
Tel: (215) 597-4217  
FTS: 579-4217

## Food Quality Acceptance Service

The Food Quality Acceptance Service, provided by USDA's Agricultural Marketing Service (AMS), is available to foreign buyers to assure that any product shipped overseas meets contract specifications. To apply for the service, which is operated on a user fee basis, foreign buyers must submit to AMS the specification or contract in advance. AMS will review the contract and will work with the buyers in writing a contract or specification that can be certified. The requirements for USDA certification can be made a part of the purchase contract.

USDA has grade standards for a wide variety of food products, including dairy products, fresh and processed fruits and vegetables, meat, poultry, and shell eggs.

### Contacts for AMS Acceptance Services

Fruit and Vegetable	Poultry and Egg	Meat Grading
Michael Castille, Chief Fresh Products Branch Fruit & Vegetable Division AMS Room 2052-S Washington, DC 20250 Tel: (202) 447-5870	Donald A. Niebuhr, Chief Poultry Grading Branch Poultry Division, AMS Room 3938-S Washington, DC 20250 Tel: (202) 447-3271	Eugene M. Martin, Chief Meat Grading and Certification Branch Livestock Division, AMS Room 2628-S Washington, DC 20250 Tel: (202) 382-1246
Joe A. Fly, Chief Processed Products Branch Fruit & Vegetable Division AMS Room 0709-S Washington, DC 20250 Tel: (202) 447-4693	<b>Dairy</b> George W. Fry, Chief Dairy Grading Branch Dairy Division, AMS Room 2945-S Washington, DC 20250 Tel: (202) 447-3171	

## Economic Research Service (ERS)

### International Economics Division

The International Economics Division (IED) of the ERS conducts research and analyses of international agricultural and economic developments. IED analyzes the supply and demand of internationally traded agricultural commodities, and collects and interprets current information on agricultural and economic developments. IED also forecasts utilization, stocks, trade, and prices for food and agricultural products for the world, regions, and individual countries. Analyses and research are conducted in support of foreign market development.

The International Economics Division is organized into six regional and three functional branches. Each regional branch focuses on a particular geographical area and conducts research analysis and intelligence missions. The functional branches cover agricultural development, trade policy, and world analysis.

Dr. T. Kelley White, Director  
International Economics Division  
Economic Research Service  
Room 348, GHI Building  
U.S. Department of Agriculture  
Washington, DC 20250  
Tel: (202) 447-8474

To receive information about the Economic Research Service's publications and technical reports, write or call:

Information Staff  
Economic Research Service  
U.S. Department of Agriculture  
500 12th Street, S.W., Room 348  
Washington, DC 20250  
Tel: (202) 447-8353



## **Agricultural Research Service (ARS)**

The Agricultural Research Service works to improve farm production, processing, and marketing. ARS provides exporters with information, research, and consultations on transportation, packaging, storage, refrigeration, market diseases and disorders, insect control, and pesticide residues for domestic and foreign marketing. ARS also publishes studies on the best ways to select, pack, and ship for export.

---

Dr. Terry B. Kinney,  
Administrator  
Agricultural Research Service  
Room 302-A, Administration  
Building  
Washington, DC 20250  
Tel: (202) 447-3656

Dr. Mary E. Carter,  
Associate Administrator  
Agricultural Research Service  
Room 302-A, Administration  
Building  
Washington, DC 20250  
Tel: (202) 447-3658

Dr. T. J. Army, Deputy  
Administrator  
National Program Staff  
Room 125  
B-005, BARC-West  
Beltsville, MD 20705  
Tel: (301) 344-3084

Gordon K. Rasmussen,  
Director  
European Marketing  
Research Center  
USDA/Agricultural Research  
Service  
c/o American Consulate  
General (R)  
APO New York 09159  
Tel: 0-11-31-10-765-538

Boleslaus M. Kopacz  
Assistant to Administrator for  
International Activities  
Agricultural Research Service  
Room 23, Building 005,  
BARC-West  
Beltsville, MD 20705  
Tel: (301) 344-2605

---

### **Field Operations**

*Northeastern Region*  
Dr. William H. Tallent  
Deputy Regional  
Administrator, ARS  
Room 333, B-003, BARC-W  
Beltsville, MD 20705  
Tel: (301) 344-3418  
FTS: 344-3418

*Southern Region*  
Dr. Robert F. Barnes  
Deputy Administrator, ARS  
P.O. Box 56189  
New Orleans, LA 70153  
Tel: (504) 589-6753  
FTS: 682-6753

*North Central Region*  
Dr. Paul J. Fitzgerald  
Deputy Administrator, ARS  
2000 W. Pioneer Parkway  
Peoria, IL 61615  
Tel: (309) 671-7176  
FTS: 360-7176

*Western Region*  
Dr. HC Cox  
Deputy Administrator, ARS  
1333 Broadway, Suite 400  
Oakland, CA 94612  
Tel: (415) 273-4191  
FTS: 536-4191

## State Organizations and Export Groups

### National Association of State Departments of Agriculture (NASDA)

NASDA is a nonprofit, nonpartisan organization of the 50 State departments of agriculture and those from the trust territories of Puerto Rico, Guam, American Samoa, and the Virgin Islands. Members of this organization are the commissioners, secretaries, and directors of the departments of agriculture in the States and four trust territories.

<i>President</i> Penrose Hallowell, Pennsylvania Department of Agriculture	<i>Board of Directors</i> Penrose Hallowell, Secretary, Pennsylvania Department of Agriculture
<i>President-elect</i> James B. Boillot, Missouri Department of Agriculture	James B. Boillot, Director, Vice President, Missouri Department of Agriculture
<i>Vice President</i> Thomas T. Irvin, Georgia Department of Agriculture	S. Mason Carbourgh, Commissioner, Secretary/Treasurer, Virginia Department of Agriculture and Consumer Services
<i>Secretary/Treasurer</i> S. Mason Carbourgh, Virginia Department of Agriculture and Consumer Services	Leonard Kunzman, Director, Immediate Past President, Oregon Department of Agriculture
<i>Immediate Past President</i> Leonard Kunzman, Oregon Department of Agriculture	Jim Buck Ross, Commissioner, Past President, Mississippi Department of Agriculture
	Harland J. Priddle, Midwestern Region, Kansas State Board of Agriculture
	William H. Walker, III, Commissioner, Southern Region, Tennessee Department of Agriculture
	M. Keith Ellis, Director, Western Region, Washington State Department of Agriculture
	Stewart N. Smith, Commissioner, Northeast Region, Maine Department of Agriculture
<i>Headquarters</i> 1616 H Street, N. W., Room 710 Washington, DC 20006 Tel: (202) 628-1566	James B. Grant, Executive Secretary Robert Amato, Assistant Executive Secretary Gordon C. Miller, Administrative Assistant

### National Food and Agriculture Exposition

NASDA, in cooperation with the Foreign Agricultural Service, is sponsoring an exposition in Kansas City, Missouri, April 22-24, 1985, to attract foreign food buyers. U.S. firms interested in further details should contact Ferrell Higbee, Exhibit Director, at the NASDA address above. The next exposition is scheduled for Seattle in 1987.

### National Association of Marketing Officials (NAMO)

NAMO is an affiliate of the National Association of State Departments of Agriculture established to develop a broad program of services and improve marketing of agricultural products. Executive membership is made up of heads of State agencies responsible for marketing in domestic and international trade.

<i>President</i> Robert B. Rogers, South Carolina Department of Agriculture	<i>Secretary/Treasurer</i> Melvin W. Jefferson, Virginia Department of Agriculture and Consumer Services
<i>1st Vice President</i> Edward D. Kern, Alaska Department of Agriculture	<i>Member at Large</i> John J. Fitzgerald, Massachusetts Department of Food and Agriculture
<i>2nd Vice President</i> Gary O. Swaim, Indiana Division of Agriculture	James Sumner, Pennsylvania Department of Agriculture



## State Agricultural Trade Groups

### Eastern U.S.A. and Food Export Council, Inc. (EUSAFEC)

Ten northeastern State departments of agriculture formed this organization to promote the exports of food and other agricultural products from Connecticut, Delaware, Maine, Massachusetts, New Hampshire, New Jersey, New York, Pennsylvania, Rhode Island, and Vermont.

---

#### *President*

Arthur R. Brown, Jr., New Jersey  
Department of Agriculture

#### *Secretary/Treasurer*

Joseph Gerace, New York Department of  
Agriculture

#### *Vice-President*

Kenneth B. Andersen, Connecticut  
Department of Agriculture

---

#### *Headquarters*

Two World Trade Center, Suite 5082  
New York, NY 10047  
Tel: (212) 432-0020  
Telex: 420859 EUSAFEC  
TWX: 710-581-5296

Edmund M. Paige, Executive Director  
(Vacant), Assistant to the Director

### Mid-America International Agri-Trade Council (MIATCO)

MIATCO is a nonprofit corporation that promotes the export of agricultural products worldwide. MIATCO's members are Illinois, Indiana, Iowa, Kansas, Michigan, Minnesota, Missouri, Nebraska, North Dakota, Ohio, South Dakota, and Wisconsin.

---

#### *President*

LaVerne Ausman, Wisconsin Department of  
Agriculture

#### *Treasurer*

Kent Jones, North Dakota Department of  
Agriculture

#### *Vice-President*

Larry Werries, Illinois Department of  
Agriculture

#### *Executive Committee Members*

Harlan Priddle, Secretary, Past President,  
Kansas Department of Agriculture

#### *Secretary*

Dale L. Locker, Ohio Department of  
Agriculture

#### *Member-at-Large*

Paul E. Kindinger, Director, Michigan  
Department of Agriculture

---

#### *Headquarters*

828 Davis Street, Suite 301-A  
Evanston, IL 60201  
Tel: (312) 866-7300  
Telex: 880-179 MIATCO CGO

Vacant, Executive Director  
Drayton Mayers, Assistant to the Director

### Southern United States Trade Association (SUSTA)

SUSTA is an association of the departments of agriculture of 15 Southern States and the Commonwealth of Puerto Rico formed to promote food and other agricultural exports from its member States. SUSTA members are Alabama, Arkansas, Florida, Georgia, Kentucky, Louisiana, Maryland, Mississippi, North Carolina, Oklahoma, South Carolina, Tennessee, Texas, Virginia, and West Virginia.

---

#### *President*

James A. Graham, North Carolina  
Department of Agriculture

#### *Secretary-Treasurer*

Wayne A. Cawley, Jr., Maryland Department of  
Agriculture

#### *Vice-President*

Robert Odom, Louisiana Department of  
Agriculture

#### *Executive Committee*

Thomas T. Irvin, Georgia Department of  
Agriculture  
Doyle Conner, Florida Department of  
Agriculture  
Gus Douglass, West Virginia Department of  
Agriculture

*Headquarters*  
International Trade Mart, Suite 338  
2 Canal Street  
New Orleans, LA 70130  
Tel: (504) 568-5986/7/8  
Telex: 584319 SUSTA NLN

Raymond Lozano, Executive Director  
Benjamin Jabbour, Assistant to the Director

---

**Western U.S. Agricultural  
Trade Association  
(WUSATA)**

Ten western State departments of agriculture and two territories formed WUSATA to promote food and other agricultural exports from its member States. WUSATA members are Alaska, American Samoa, California, Colorado, Guam, Hawaii, Idaho, New Mexico, Oregon, Utah, Washington, and Wyoming.

---

*President*  
M. Keith Ellis, Washington Department of  
Agriculture

*Secretary/Treasurer*  
Stephen T. Gillmor, Utah Department of  
Agriculture

*Vice-President*  
William P. Stephens, New Mexico  
Department of Agriculture

---

*Headquarters*  
13101 N.E. Highway 99, Suite 200  
Vancouver, WA 98665-2786  
Tel: (206) 574-2627  
Telex: 298572 NEA UR

Dr. James Youde, Executive Director  
Bruce Prengruber, Assistant to the Director

---

### **International Brokers or Sellers**

Export Trading Corporations (ETC), and Export Management Companies (EMC), also referred to as Combination Export Management Companies (CEM), provide valuable service to U.S. manufacturers who export or want to export. In general, they either act as an export agent for one or more U.S. companies, or they take actual possession of products to be exported.

An EMC or a CEM can perform one or more of the following services in behalf of U.S. manufacturers and their products:

- Find the overseas buyer through personal contact or through an overseas agency relationship.
- Provide marketing data tailored to specific world areas and products.
- Represent the U.S. manufacturer in overseas trade circles and at overseas promotional events sponsored by the Foreign Agricultural Service.
- Arrange for such export services as forwarding and shipping, financing, product introduction, and commercial promotion in the foreign market.
- Serve, in effect, as the "export department" for the U.S. company.

The designation EMC or CEM does not apply to all such companies. Some companies refer to themselves as export brokers, international brokers, or other names.

Because of the volume and frequent changes in these companies, they have not been listed. Your State department of agriculture, listed in the following section, can direct you to the companies serving your area.

## State Departments of Agriculture and Associated Organizations

(This list includes other agencies because some State departments of agriculture do not have the primary responsibility for export development.)

### Alabama Department of Agriculture and Industries

P.O. Box 3336  
Beard Building  
Montgomery, AL 36193-0001

Albert McDonald,  
Commissioner  
Tel: (205) 261-2650

\*Felix M. Welch, Director  
Division of Marketing  
Tel: (205) 261-2626

Myron W. Whigham,  
Assistant Director  
Division of Marketing  
Tel: (205) 261-2626

### Alaska Department of Natural Resources Division of Agriculture

P.O. Box 949  
Palmer, AK 99645-0949

Bill L. Heim, Director  
Tel: (907) 745-7200

\*Edward D. Kern,  
Development Specialist  
Tel: (907) 745-7200

### American Samoa Government Department of Agriculture

P.O. Box 366  
Pago Pago, American Samoa  
96799

Taalo Lauofo, Director  
Tel: 633-5276  
Telex: GOVAMSAMOA

### Arizona Office of Economic Planning and Development

1700 West Washington,  
Room 400  
Executive Tower  
Phoenix, AZ 85007

Beth S. Jarman  
Executive Director  
Tel: (602) 255-5371

\*William F. Kane, Director  
International Trade  
Tel: (602) 255-3737

Dirk Moonen, International  
Trade Specialist  
Tel: (602) 255-3737

### Arkansas Industrial Development Commission (International Marketing)

One Capitol Mall  
Little Rock, AR 72201

Maria L. Haley, Director  
Tel: (501) 371-7678

\*D. Trent Roberts,  
International Marketing  
Representative/Agricultural  
Products and Equipment  
Tel: (501) 371-3571  
Telex: 53-6433 AIDC LRK

### Arkansas State Plant Board

No. 1 Natural Resources  
Drive  
P.O. Box 1069  
Little Rock, AR 72203

\*Melvin C. Tucker, Director  
Tel: (501) 225-1598

### California Department of Food and Agriculture

1220 N Street  
Sacramento, CA 95814

Clare Berryhill, Director  
Tel: (916) 445-7126

Jed A. Adams, Assistant  
Director  
Division of Marketing  
Services  
Tel: (916) 445-2491

\*Harry J. Krade, Assistant  
Director  
Tel: (916) 445-0682

Ray Borton, Senior  
Agricultural Economist  
Tel: (916) 445-6076

### Colorado Department of Agriculture

406 State Services Building  
1525 Sherman Street  
Denver, CO 80203

Timothy W. Schultz,  
Commissioner  
Tel: (303) 866-2811

\*Erwyn E. Witte, Director  
Division of Markets  
Tel: (303) 866-2848

Verne K. Batchelder, Chief  
Market Services Section  
Division of Markets  
Tel: (303) 866-2848

### Connecticut Department of Agriculture

State Office Building  
Hartford, CT 06116

Kenneth B. Andersen,  
Commissioner  
Tel: (203) 566-4667

\*Kenneth W. Veit, Chief  
Division of Markets  
Tel: (203) 566-4276

### Delaware Department of Agriculture

P.O. Drawer D  
Dover, DE 19901

Donald J. Lynch, Secretary  
Tel: (302) 736-4811

\*William T. Sammons, Jr.  
Marketing Manager  
Division of Production and  
Promotion  
Tel: (302) 736-4811

Robert C. Berry, Director  
Division of Production and  
Promotion  
Tel: (302) 736-4811

\*Denotes the primary contact in each State for export information and assistance to private traders in developing food and agricultural exports

**Florida Department of  
Agriculture and Consumer  
Services**

Mayo Building  
Tallahassee, FL 32301

Doyle Conner, Commissioner  
State Capitol  
Tallahassee, FL 32301  
Tel: (904) 488-3022

\*John D. Stiles, Director  
Division of Marketing  
Tel: (904) 488-4031  
Telex: 810-931-3655

Tony Fendrick, Chief,  
Bureau of Technical  
Marketing Programs  
Tel: (904) 488-9948

James A. Marseea  
Marketing Specialist  
Tel: (904) 488-9682

Dr. Vladimir Cruz,  
International Development  
Representative  
Tel: (904) 488-9682

Dr. Roberto E. Parajon,  
Marketing Specialist  
Miami Regional Office  
1350 N.W. 12th Avenue,  
Room 530  
Miami, FL 33136  
Tel: (305) 325-6345

**Georgia Department of  
Agriculture**

Capitol Square  
Agricultural Building  
Room 328  
Atlanta, GA 30334-2001

Thomas T. Irvin,  
Commissioner  
Tel: (404) 656-3600

Jimmy Bridges, Assistant  
Commissioner  
Marketing Division  
Tel: (404) 656-3368

Charles Mann, Director  
Markets Division  
Tel: (404) 656-3680

\*Lanny Williams, Director  
International Trade Division  
Tel: (404) 656-3740  
Telex: 80-4349 GDA  
TRADE ATL

Robert A. Miller, Assistant  
Director  
International Trade  
Tel: (404) 656-3740

**Guam Department of  
Agriculture**

P.O. Box 2950  
Government of Guam-USA  
Agana, Guam 96910

Peter N. Nelson, Director  
Administrative Service and  
Department of Agriculture  
Tel: (011-671) 734-3940

**Hawaii Department of  
Agriculture**

1428 South King Street  
Honolulu, HI 96814

Jack K. Suwa, Director of  
Board of Agriculture  
Tel: (808) 548-7101

Suzanne D. Peterson,  
Deputy to the Chairman  
Tel: (808) 548-7103

\*Masao Hanaoka, Head  
Marketing and Consumer  
Services Division  
Tel: (808) 548-7140

**Idaho Department of  
Agriculture**

P.O. Box 790  
120 Klotz Lane  
Boise, ID 83702

\*Max Hanson, Director  
Tel: (208) 334-3521

Lane Jolliffe, Administrator  
Division of Agricultural  
Inspections  
Tel: (208) 334-2623

**Illinois Department of  
Agriculture**

State Fairgrounds  
Springfield, IL 62706

Larry A. Werries, Director  
Tel: (217) 782-2172

Michael Williams  
Assistant Director  
Tel: (217) 782-2172

Donald Norton,  
Superintendent  
Division of Marketing  
Tel: (217) 782-6675

\*Richard Vogen  
Export Representative  
Tel: (217) 782-6675  
Telex: 910-242-0514

Mark Randall, Information  
Officer  
Tel: (217) 782-4884

Susan Helm, Assistant  
Export Representative  
Tel: (217) 782-6675

*Chicago Office*  
James Sevcik  
110 Jorie Boulevard  
Oak Brook, IL 60521  
Tel: (312) 920-9256

**Indiana State Department  
of Commerce  
Indiana Division of  
Agriculture**

1 North Capitol, Suite 700  
Indianapolis, IN 46204

Lt. Gov. John M. Mutz,  
Commissioner of Agriculture  
333 State House  
Indianapolis, IN 46204  
Tel: (317) 232-4545

Gary O. Swaim, Director  
Division of Agriculture  
Tel: (317) 232-8770

Roger Stevens  
Deputy Director  
Division of Agriculture  
Tel: (317) 232-8770

\*Naomi Campbell, Director  
International Agriculture  
Tel: (317) 232-8770  
Telex: 810-341-3376

Richard Marshall, Trade  
Specialist for Europe, the  
Near East and Africa  
Tel: (317) 232-8770

Mark McDermitt, Trade  
Specialist for Latin America,  
and Livestock  
Tel: (317) 232-8770

**Iowa Department of  
Agriculture**

Wallace Building  
Des Moines, IA 50319

Robert H. Lounsberry,  
Secretary  
Tel: (515) 281-5322



\*Gail K. Danilson  
Director of Marketing  
Tel: (515) 281-5993  
Telex: 478332 IA AG  
MKTG DSM

Rolland McCubbin,  
International Marketing  
Specialist  
Tel: (515) 281-5994

#### **Kansas State Board of Agriculture**

109 Southwest 9th Street  
Topeka, KS 66612-1282

Harland J. Priddle, Secretary  
Tel: (913) 296-3736

Eldon R. Fastrup, Director  
Marketing Division  
Tel: (913) 296-3736

Kenneth T. Boughton,  
Assistant Director,  
International Marketing  
Tel: (913) 296-3736

\*Jerry Dudley, Marketing  
Specialist  
Tel: (913) 296-3736  
TWX: 910-744-6701  
KSBOA MKT TPK

#### **Kentucky Department of Agriculture**

Capitol Plaza Tower, Room  
724  
Frankfort, KY 40601

David E. Boswell,  
Commissioner  
Tel: (502) 564-4696

John Heflin, Deputy  
Commissioner  
Tel: (502) 564-4696

Helen Helton, Executive  
Assistant  
Tel: (502) 564-4696

\*Gene Thompson, Director of  
Marketing  
Tel: (502) 564-4696  
Telex: 510-543-3505 KY  
DOC

Christine Bright, International  
Trade Specialist  
Tel: (502) 564-2297

#### **Louisiana Department of Agriculture**

P.O. Box 44302  
Capitol Station  
Baton Rouge, LA 70804

Robert F. Odom,  
Commissioner  
Tel: (504) 342-7011

Bryce Malone  
Assistant Commissioner  
Office of Marketing  
P.O. Box 44184  
Tel: (504) 925-4657

\*Roy Johnson, Director  
International Marketing  
Division  
P.O. Box 44365  
Baton Rouge, LA 70804  
Tel: (504) 292-3600

#### **Maine Department of Agriculture**

Station House Station 28  
Augusta, ME 04333

Stewart N. Smith,  
Commissioner  
Tel: (207) 289-3871

Daniel Harlan, Deputy  
Commissioner  
Tel: (207) 289-3871

Barbara Gottschark,  
Associate Commissioner  
Tel: (207) 289-3871

\*Dale Gullickson, Director  
Bureau of Agricultural  
Marketing  
Tel: (207) 289-2167

John K. Jones, Director  
Division of Market  
Development  
Tel: (207) 289-3491

#### **Maryland Department of Agriculture**

50 Harry S Truman Parkway  
Annapolis, MD 21401

Wayne A. Cawley, Jr.,  
Secretary  
Tel: (301) 841-5880

Bradley Powers, Chief  
Marketing Services Section  
Tel: (301) 841-5770

\*Richard H. Baker, Jr.,  
International Marketing  
Specialist  
Tel: (301) 841-5770  
Telex: 87856 MD DPT  
AGANPL

#### **Massachusetts Department of Food and Agriculture**

100 Cambridge Street, 21st  
Floor  
Boston, MA 02202

Federic Winthrop, Jr.,  
Commissioner  
Tel: (617) 727-3002

John J. Fitzgerald  
Acting Director  
Division of Agricultural  
Development  
Tel: (617) 727-3018

\*Dr. Schiva Gandhi, Foreign  
Trade Marketing Specialist  
Tel: (617) 727-3018

#### **Michigan Department of Agriculture**

Box 30017  
4th Floor  
Ottawa Building, North  
Lansing, MI 48909

Paul E. Kindinger, Director  
Tel: (517) 373-1050

Randy G. Harmson, Chief  
Marketing Division  
Tel: (517) 373-1054

\*Laurie Kreiger, International  
Marketing Coordinator  
Tel: (517) 373-1054  
Telex: 229440

(Vacant), International  
Marketing Coordinator  
Tel: (517) 373-1054

#### **Minnesota Department of Agriculture**

90 West Plato Boulevard  
Saint Paul, MN 55107

Jim Nichols, Commissioner  
Tel: (612) 296-9310

Rollin Dennistoun, Ph.D.,  
Deputy Commissioner  
Tel: (612) 296-9310

\*Richard Haskett, Director  
Agricultural Trade Division  
Tel: (612) 297-3759  
Telex: 910-563-3592  
MINCOM CNTR

William C. Dietrich, Governor  
Trade Specialist  
Representative  
Tel: (612) 297-3920

#### **Mississippi Department of Agriculture and Commerce**

P.O. Box 1609  
Jackson, MS 39205

Jim Buck Ross,  
Commissioner  
Tel: (601) 354-6563

\*Roy Manning, Export Trade  
Representative  
Tel: (601) 961-4725  
Telex: 353755  
(MS-DAC-UD)

#### **Mississippi Marketing Council**

P.O. Box 849  
Jackson, MS 39205

\*William A. McGinnis,  
Director  
Marketing Division  
Tel: (601) 359-3444  
Telex: 585489 MISS  
MARK JKS

Dan Tucker  
Assistant Director  
Marketing Division  
Tel: (601) 359-3444

Jim Foster, International  
Specialist  
Tel: (601) 359-5614

#### **Missouri Department of Agriculture**

P.O. Box 630  
1616 Missouri Boulevard  
Jefferson City, MO 65102

James B. Boillot, Director  
Tel: (314) 751-2613

John H. Steuber, Jr.,  
Managing Supervisor  
International Marketing  
Program  
Tel: (314) 751-3970

Michel Jajko, Coordinator  
International Marketing  
Program  
Tel: (314) 751-5613

\*Scott Sawyers, Director  
Marketing Development  
Division  
Tel: (314) 751-2613  
TWX: 910-760-2452  
MOAGINTDIVJEF

Jerry Hermann, International  
Marketing Specialist  
Tel: (314) 751-3935

Debra Green, International  
Marketing Specialist  
Tel: (314) 751-4338

Susan Mangrum, Marketing  
Information Specialist  
Tel: (314) 751-3970

Roger Crocker, International  
Marketing Specialist  
Tel: (314) 751-3970

#### **Montana Department of Agriculture**

Agriculture/Livestock Building  
Capitol Station  
Helena, MT 59620

Keith Kelly, Director  
Tel: (406) 449-3144

\*Steve Kalgaard  
Research Analyst  
Tel: (406) 449-2402  
Telex: 313132  
OWMARKET HEL

#### **Nebraska Department of Agriculture**

301 Centennial Mall South  
P.O. Box 94947  
Lincoln, NE 68509-4947

Robert Raun, Director of  
Agriculture  
Tel: (402) 471-2341

\*Bernie Rowley, Director  
Agricultural Marketing  
Division  
Tel: (402) 471-2341/4669  
TWX: 910-621-8249  
ST OF NEBR LCN

#### **Nevada State Department of Agriculture**

P.O. Box 11100  
Reno, NV 89510

Thomas W. Ballow,  
Executive Director  
Tel: (702) 784-6401

\*Phillip Martinelli, Director  
Division of Plant Industry  
Tel: (702) 784-6401

#### **New Hampshire Department of Agriculture**

105 Loudon Road  
Prescott Park Building #1  
Concord, NH 03301

Stephen H. Taylor,  
Commissioner  
Tel: (603) 271-3551

\*Roy J. Howard, Director  
Division of Markets and  
Standards  
Tel: (603) 271-2505

#### **New Jersey Department of Agriculture**

CN 330  
Trenton, NJ 08625

Arthur R. Brown, Jr.,  
Secretary  
Tel: (609) 292-3976

William E. Kenny, Assistant  
Secretary  
Tel: (609) 292-5530

John J. Repko, Director  
Division of Markets  
Tel: (609) 292-5536

#### **New Mexico Department of Agriculture**

P.O. Box 5600  
Las Cruces, NM 88003

Dr. William P. Stephens,  
Director  
P.O. Box 3189  
Tel: (505) 646-3007

\*Robert Toberman, Division  
Director  
Marketing Development  
Division  
Tel: (505) 646-4929  
Telex: 704-666



Russell Mathews, Marketing Specialist

Tel: (505) 646-4929

Telex Copier: (505)

646-3007

Edward Avalos

Marketing Specialist

Tel: (505) 646-4929

Francisco Delgadillo,  
Marketing Representative

Calle Del Trigo 906

Jardines de San Marcos

Cd. Juarez, Chihuahua

Mexico

Tel: 6-83-91

Lori Kyser, Marketing Specialist

Tel: (701) 224-2231

#### **New York State Department of Agriculture and Markets**

Building 8, State Office Campus

Albany, NY 12235

Joseph Gerace,

Commissioner

Tel: (518) 457-4188

Michael McCarthy, Director  
Division of Marketing

Tel: (518) 457-4492

\*Philip Bradway, Chief  
Marketing Representative

Tel: (518) 457-3412

Telex: 145433 NYS

AGRICL ALB

John Kearns, Senior  
Marketing Representative

Tel: (518) 457-3412

\*(Vacant), Export  
Representative  
Division of Markets

Tel: (609) 984-4380

John J. Gallagher, Assistant  
Director

Market Development/Division  
of Markets

Tel: (609) 984-2234

#### **North Carolina Department of Agriculture**

P.O. Box 27647  
Raleigh, NC 27611

James A. Graham,  
Commissioner

Tel: (919) 733-7125

(Vacant), Director  
Division of Markets

Tel: (919) 733-7887

\*W. Britt Cobb, Jr., Chief  
International Marketing  
Section

Tel: (919) 733-7912

Bruce Shankle, Livestock  
Export Specialist

Tel: (919) 733-7577

#### **North Dakota Department of Agriculture**

State Capitol

Bismarck, ND 58505

Kent Jones, Commissioner

Tel: (701) 224-2231

Dina Butcher, Deputy  
Commissioner

Tel: (701) 224-2231

\*Laurence McMerty,  
Marketing Director

Tel: (701) 224-2231

Telex: 296021 ND AG DPT  
BMRK

#### **Ohio Department of Agriculture**

65 S. Front Street  
Columbus, OH 43215

Dale L. Locker, Director

Tel: (614) 466-2732

J. Anthony Logan,  
Assistant Director

Tel: (614) 466-2732

\*Don S. Maddux, Chief  
Division of Markets

Tel: (614) 466-4104

Martin Miller, Agricultural  
Marketing Specialist

Division of Markets

Tel: (614) 466-8797

#### **Oklahoma Department of Agriculture**

2800 N. Lincoln Blvd.  
Oklahoma City, OK 75102

Jack D. Craig, Commissioner

Tel: (405) 521-3868

Clifford W. Legate, Deputy  
Commissioner

Tel: (405) 521-3868

\*Alan Huston, Coordinator  
International Marketing  
Division

Tel: (405) 521-3864

Haider Haidery, Agricultural  
Marketing Specialist

Tel: (405) 521-3864

#### **Oregon Department of Agriculture**

635 Capitol, N.E.

Salem, OR 97310-0110

Leonard Kunzman, Director

Tel: (503) 378-4152

\*Ken Meier, Assistant  
Director

Agricultural Development and  
Marketing Division

Tel: (503) 378-3787

Telex: 510-599-0240

#### **Pennsylvania Department of Agriculture**

2301 North Cameron Street  
Harrisburg, PA 17110

Penrose Hallowell, Secretary

Tel: (717) 787-4626

E. Chester Heim, Deputy  
Secretary

Tel: (717) 787-4626

Gary Babin, Director  
Bureau of Agricultural  
Development

Tel: (717) 783-8460

James Sumner, Director  
Bureau of Markets

Tel: (717) 787-6041

\*Gretchen A. Vreeland, Chief  
Export Division

Tel: (717) 783-8460

#### **Puerto Rico Department of Agriculture**

Apartado 10163  
Santurce, PR 00908

Dr. Roberto Vazquez  
Secretary of Agriculture

Tel: (809) 722-0871 or  
722-0291

\*Santiago Crespo, Director  
Agricultural Development  
Administration/Marketing  
Division  
P.O. Box 9200  
Santurce, PR 00908  
Tel: (809) 723-9915

\*Darryl McDonald, Livestock  
Export Specialist  
Tel: (512) 475-2868

**Rhode Island Department  
of Environmental  
Management Resource  
Marketing/Agriculture**

Roger Williams Building  
22 Hayes Street  
Providence, RI 02908

Robert L. Bendick, Director  
Tel: (401) 277-2771

\*Stephen W. Higgins, Jr.,  
Chief  
Division of Agriculture and  
Marketing  
Tel: (401) 277-2781

**South Carolina Department  
of Agriculture**

Wade Hampton State Office  
Building  
Senate Street (Capitol  
Complex)  
P.O. Box 11280  
Columbia, SC 29211

D. Leslie Tindal,  
Commissioner  
Tel: (803) 758-2426

Robert B. Rogers, Assistant  
Commissioner  
Marketing Division  
Tel: (803) 758-3531

\*Roy W. Copelan, Jr.,  
Manager  
International Trade  
Tel: (803) 758-3531  
Telex: 57-3401 SC  
DEPTAGR CLB

G. Wayne Mack, International  
Marketing Specialist  
Tel: (803) 758-3531

**South Dakota Department  
of Agriculture**

Capitol Lake Plaza  
Box 6000  
Pierre, SD 57501

Helen V. Wegner, Secretary  
Tel: (605) 773-5032

\*Chuck Vanderziel, Director  
of Agricultural Development  
Tel: (605) 773-5032  
Telex: 910-668-2225

Maura Bynes, Marketing  
Specialist  
Tel: (605) 773-5032

**Tennessee Department of  
Agriculture**

P.O. Box 40627  
Melrose Station  
Nashville, TN 37204

William H. Walker, III,  
Commissioner  
Tel: (615) 360-0117

\*James L. Thomas,  
Marketing Director  
Tel: (615) 360-0160

**Texas Department of  
Agriculture**

P.O. Box 12847  
Austin, TX 78711

Jim Hightower,  
Commissioner  
Tel: (512) 475-2760

Susan DeMarco, Assistant  
Commissioner for  
Marketing/Agricultural  
Development  
Tel: (512) 475-0345

Paul Lewis, Director  
International Marketing  
Tel: (512) 475-3537  
Telex: 776-406 TX  
AGRIDEPT AUS

**Utah Department of  
Agriculture**

350 North Redwood Road  
Salt Lake City, UT 84116

Stephen T. Gillmor,  
Commissioner  
Tel: (801) 533-4100

David Conine, Director  
Management and Planning  
Tel: (801) 533-6908

\*Claudia Clark, Information  
Specialist  
Tel: (801) 533-4104

**Vermont Department of  
Agriculture**

116 State Street  
Montpelier, VT 05602

George M. Dunsmore,  
Commissioner  
Tel: (802) 828-2413

\*Jerome Kelly, Director  
Agricultural Development  
Division  
Tel: (802) 828-2437

**Virgin Islands Department  
of Agriculture**

P.O. Box "U", Kingshill  
St. Croix, U.S. Virgin Islands  
00850

Rudolph Shulterbrandt,  
Commissioner  
Tel: (809) 772-0990

**Virginia Department of  
Agriculture and Consumer  
Services**

P.O. Box 1163  
1100 Bank Street, Room 710  
Richmond, VA 23219

S. Mason Carbaugh,  
Commissioner  
Tel: (804) 786-3501

\*John J. Ligon, Director  
International Trade Office  
Tel: (804) 786-3953  
Telex: 827371 VASTDAC  
RCH  
Cable: VAEXPORTMKTS

Joseph Chu  
Livestock Specialist  
(804) 786-4708

Kelvin S. Jones  
International Trade Specialist  
for Forestry Products  
Tel: (804) 786-4708

Raymond Plumb, Agricultural  
Export Marketing Specialist  
Tel: (804) 786-7184

William T. Baird, International  
Trade Specialist  
Tel: (804) 786-4708

James A. Sharp  
Equine Specialist  
Tel: (804) 786-4708

**Washington State  
Department of Agriculture**

406 General Administration  
Building  
Olympia, WA 98504

M. Keith Ellis, Director  
Tel: (206) 753-5050

Michael Schwisow  
Deputy Director  
Tel: (206) 753-5050

Arthur C. Scheuneman,  
Assistant Director of  
Administrator/Agricultural  
Development Division  
Tel: (206) 753-5046

\*Larry Reenan, Chief,  
Marketing Services  
Agricultural Development  
Division  
Tel: (206) 753-5046  
Telex: 152737

**West Virginia Department  
of Agriculture**

State Capitol Building  
Charleston, WV 25305

Gus R. Douglass,  
Commissioner  
Tel: (304) 348-2201

\*Noah E. Perry, Director  
Rural Resources Division  
Tel: (304) 348-2210

Leonard G. Drain  
Assistant Director  
Rural Resources Division  
Tel: (304) 348-2210

**Wisconsin Department of  
Agriculture Trade and  
Consumer Protection**

P.O. Box 8911  
801 W. Badger Road  
Madison, WI 53708

LaVerne Ausman, Secretary  
Tel: (608) 266-7100

John Cottingham, Deputy  
Secretary  
Tel: (608) 266-0691

Robert F. Thayer,  
Administrator  
Marketing Division  
Tel: (608) 266-7170

Michael Lester, Assistant  
Administrator  
Marketing Division  
Tel: (608) 267-9052

Allan D. Herrman, Director  
Bureau of Economics and  
Market Development  
Tel: (608) 267-9053

\*David P. Hammer,  
Marketing Specialist  
International Trade/Marketing  
Division  
Tel: (608) 266-7182  
Telex: 910-221-5686  
MIATCO CGO

**Wyoming Department of  
Agriculture**

2219 Carey Avenue  
Cheyenne, WY 82002

John Orton, Commissioner  
Tel: (307) 777-6569

Don Daiss, Assistant to the  
Commissioner  
Tel: (307) 777-7321

\*Collin Fallat, Director  
Division of Agriculture  
Planning/Development  
Tel: (307) 777-7321

William W. Hovey,  
Agricultural Products  
Standards/Compliance State  
Manager  
Tel: (307) 777-7321  
FTS: 328-9321

## U.S. Agricultural Export Development Council

Since its establishment in February 1980, the Council has served as liaison between FAS and producer/agribusiness organizations participating in the cooperator/foreign market development and the export incentive programs established by FAS.

Helen Miller, Executive Coordinator  
600 Maryland Avenue, S.W., Suite 510  
Washington, DC 20024  
Tel: (202) 554-9538

---

### FAS/Cooperator Market Development Program

The cooperator program is one of the oldest FAS market development efforts abroad. Projects are conducted by FAS, in cooperation with 55 nonprofit commodity trade associations, to promote U.S. products ranging from soybeans to leather to logs.

Cooperator projects acquaint potential foreign customers with U.S. agricultural products—such as soybean oil—to show them how these products might be used to their benefit. This helps create or stimulate demand for U.S. exports.

FAS and the cooperators share the financing of these projects, which are carried out by the cooperators under FAS supervision.

#### Home Offices of U.S. Market Development Cooperators

---

##### Dairy, Livestock, and Poultry

###### **American Catfish Marketing Association** **Catfish Farmers of America**

P.O. Box 34  
Jackson, MS 39205  
Don Haynie, President  
Tel: (601) 353-7916

###### **American Quarter Horse Association**

2736 West 10th Street  
P.O. Box 200  
Amarillo, TX 79168  
Cam Foreman, Director of Special Events  
Tel: (806) 376-4811

###### **Appaloosa Horse Club, Inc.**

Route 5, Box 135  
Leesburg, FL 32748  
Frank Jack, Executive Coordinator for Foreign Marketing  
Tel: (904) 787-6836

###### **Brown Swiss Cattle Breeders Association, Inc.**

P.O. Box 1038  
Beloit, WI 53511  
George Opperman,  
Secretary-Treasurer  
Tel: (608) 365-4474

###### **Dairy Society International**

7185 Ruritan Drive  
Chambersburg, PA 17201  
George W. Weigold, Managing Director  
Tel: (717) 375-4392

Robert M. Paschal, Executive Director  
Tel: (915) 655-3161

###### **EMBA Mink Breeders Association**

6214 Washington Avenue  
P.O. Box 941  
Racine, WI 53406

Rita M. Johnson  
Coordinator  
Tel: (414) 886-9800

###### **Holstein-Friesian Association of America**

1 South Main Street  
Brattleboro, VT 05301

Zane Akins, Executive Secretary  
Tel: (802) 254-4551

###### **Mohair Council of America**

P.O. Box 5337  
San Angelo, TX 76902

###### **National Association of Animal Breeders**

401 Bernadette Street  
P.O. Box 1033  
Columbia, MO 65205  
William M. Durfey, Executive Vice President  
Tel: (314) 445-4406  
Telex: 297324 NAAB UR

**National Association of Swine Records**

Box 2417  
West Lafayette, IN 47906

Jane Anderson, Coordinator  
Tel: (317) 463-3593

**National Renderers Association, Inc.**

2250 East Devon Avenue  
Des Plaines, IL 60018

Dean A. Specht, President  
Tel: (312) 827-8151  
Telex: 72-6310

**National Wool Growers Association, Inc.**

425 13th Street, N.W.  
Suite 826  
Washington, DC 20004

Daniel J. Murphy, Director  
Government Affairs  
Tel: (202) 628-1333

**Tanners' Council of America, Inc.**

2501 M Street, N.W.  
Washington, DC 20037

Joseph F. Eberle, President  
Tel: (202) 785-9400  
Telex: 045948 Gumbert

**USA Poultry and Egg Export Council**

1456 Church Street  
Decatur, GA 30030

(Vacant)  
Tel: (404) 377-6465  
Telex: 880418 SPEA  
USPECUD

**U.S. Beef Breeds Council**

715 Hereford Drive  
P.O. Box 4059  
Kansas City, MO 64101

B. C. Snidow, International  
Marketing Representative  
Tel: (816) 842-3757

**U.S. Meat Export Federation**

3333 Quebec Street  
Suite 7200  
Stapleton Plaza  
Denver, CO 80207

Alan R. Middaugh, President  
Tel: (303) 399-7151  
Telex: 45-0143 USMEF  
DVR

---

**Oilseeds and Products**

**American Soybean Association**

P.O. Box 27300  
St. Louis, MO 63141

Kenneth L. Bader, Chief  
Executive Officer  
Tel: (314) 432-1600  
Telex: 4312061

600 Maryland Avenue, S.W.  
Capitol Gallery Building  
Suite 510  
Washington, DC 20024

John Baize, Washington  
Program Manager  
Tel: (202) 554-7804

**National Cottonseed Products Association**

P.O. Box 12023  
Memphis, TN 38112

Kenneth O. Lewis, Executive  
Vice President  
Tel: (901) 324-4417

**National Peanut Council**

1000 16th Street, N.W.  
Suite 700  
Washington, DC 20036

Jeannette H. Anderson,  
International Marketing  
Director  
Tel: (202) 775-0450  
Telex: 440-497NPC DC

**National Sunflower Association**

1501 North 12th Street  
Bismarck, ND 58505

Larry Kleingartner  
Executive Director  
Tel: (701) 224-3019



---

## Horticultural and Tropical Products

### California Avocado Commission

17620 Fitch, 2nd Floor  
Irvine, CA 92714

Ralph M. Pinkerton, President  
Tel: (714) 540-8180

### California Cling Peach Advisory Board

P.O. Box 7111  
San Francisco, CA 94120

Allen H. Burgi, Director  
Advertising and Promotion  
Tel: (415) 541-0100

### California Raisin Advisory Board

P.O. Box 5335  
Fresno, CA 93755

Clyde Nef, Manager  
Tel: (209) 224-7010

### California Table Grape Commission

P.O. Box 5498  
Fresno, CA 93755

Bruce Obbink, President  
Tel: (209) 224-4997

### Florida Department of Citrus

1115 East Memorial  
Boulevard  
P.O. Box 148  
Lakeland, FL 33802

W. Bernard Lester, Executive  
Director  
Tel: (813) 682-0171

### Florida Nurserymen and Growers Association, Inc.

P.O. Box 16796  
Temple Terrace, FL 33687

Alan Bernard, Executive Vice  
President  
Phone: (813) 985-8511

### National Potato Promotion Board

1385 South Colorado Blvd.,  
#512  
Denver, CO 80222

Robert L. Mercer, Executive  
Vice President  
Tel: (303) 758-7783

### North American Blueberry Council

P.O. Box 166  
Marmora, NJ 08223

Murt Ruch,  
Secretary-Manager  
Tel: (609) 399-1559

### Papaya Administrative Committee

First Insurance Building  
1100 Ward Avenue  
Room 860  
Honolulu, HI 96814

Robert A. Souza, Manager  
Tel: (808) 533-3841

### Western Growers Association

P.O. Box 2130  
Newport Beach, CA 92663

Michael J. Stuart, Director  
Public Relations  
Tel: (714) 863-1000

### Northwest Horticultural Council

P.O. Box 570  
Yakima, WA 98907

Christian Schlect, President  
Tel: (509) 453-3193

### Washington State Apple Commission

P.O. Box 18  
Wenatchee, WA 98801

Robert Turner, International  
Promotion Director  
Tel: (509) 662-2123

### Northwest Cherry Growers

1005 Tieton Drive  
Yakima, WA 98902

Ken Severn,  
Secretary-Treasurer  
Tel: (509) 453-4837

### Oregon-Washington-California Pear Bureau

601 Woodlark Building  
Portland, OR 97205

Herb Diede, Manager  
Tel: (503) 223-8139

### California Pistachio Commission

5114 East Clinton Way  
Suite 113  
Fresno, CA 93727

Robert C. Gross, President  
Tel: (209) 252-3345

### National Pecan Marketing Council

741 Piedmont Avenue, N.E.  
Atlanta, GA 30308

Rebecca H. Johnson  
Executive Director  
Tel: (404) 892-6817

### Wine Institute

165 Post Street  
San Francisco, CA 94109

Jean E. Valentine  
Public Relations  
Tel: (415) 986-0878



---

## Grain and Feed

### Michigan Bean Industry

Box 6008  
Saginaw, MI 48608  
John McGill  
Program Director  
Tel: (517) 790-3010

### Millers' National Federation

600 Maryland Avenue, S.W.  
Suite 305, West Wing  
Washington, DC 20024

Roy M. Henwood  
President/Director of  
Government Relations  
Tel: (202) 484-2200

### National Hay Association, Inc.

P.O. Box 99  
Ellensburg, WA 98926  
Ron T. Anderson, Export  
Development Chairman  
Tel: (509) 925-9818

### Protein Grain Products International

6707 Old Dominion Drive,  
Suite 240  
McLean, VA 22101  
Robert D. Fondahn,  
President  
Tel: (703) 821-3717

### Rice Council for Market Development

P.O. Box 740123  
Houston, TX 77274  
Bill J. Goldsmith, Executive  
Vice President  
Tel: (713) 270-6699

### USA Dry Pea and Lentil Council, Inc.

Stateline Office  
P.O. Box 8566  
Moscow, ID 83843  
Donald E. Walker, Marketing  
Director  
Tel: (208) 882-3023

### U.S. Feed Grains Council

1575 Eye Street, N.W.  
Suite 1000  
Washington, DC 20005  
Darwin E. Stolte, President  
Tel: (202) 789-0789

### U.S. Wheat Associates, Inc.

*West Coast Office*  
200 S.W. Market Street,  
Suite 1020  
Portland, OR 97201  
John Oades, Director  
Tel: (503) 223-8123  
Telex: 360379  
1620 Eye Street, N.W.  
Suite 800  
Washington, DC 20006  
Winston L. Wilson, President  
Tel: (202) 463-0999  
Telex: 440565  
Cable: USWheat

---

## Tobacco, Cotton and Seeds

### Cotton Council International

P.O. Box 12285  
Memphis, TN 38112  
Earl W. Sears, Executive  
Vice President  
Tel: (901) 274-9030  
1030 - 15th Street, N.W.  
Suite 700, Executive Building  
Washington, DC 20005  
A. John Maguire, III,  
Executive Director  
Tel: (202) 833-2943

### International Institute for Cotton

1511 K Street, N.W.  
Suite 627  
Washington, DC 20005  
Betsy Walsh, Part-Time  
Assistant  
Tel: (202) 347-4220

### Burley and Dark Leaf Tobacco Export Association, Inc.

1100 17th Street, N.W.  
Suite 306  
Washington, DC 20036  
Frank B. Snodgrass,  
Managing Director  
Tel: (202) 296-6820

### Leaf Tobacco Exporters Association, Inc.

3716 National Drive  
Koger Executive Center,  
Suite 114  
Raleigh, NC 27612  
Hugh C. Kiger  
Executive Vice President  
Tel: (919) 782-5151

### Tobacco Associates, Inc.

1101 17th Street, N.W.  
Suite 912  
Washington, DC 20036  
C. N. "Kirk" Wayne, Jr.,  
President  
Tel: (202) 659-1160

### American Seed Trade Association

1030 15th Street, N.W., Suite  
964  
Washington, DC 20005  
William T. Schapaugh  
Executive Vice President  
Tel: (202) 223-4080

---

## Forest Products

### National Forest Products Association

1619 Massachusetts Avenue,  
N.W.  
Washington, DC 20036  
John V. Ward, Director,  
International Trade  
Tel: (202) 797-5820  
Telex: 140950 NFPA DC

### Alaska Loggers Association

111 Stedman Street  
Suite 200  
Ketchikan, AK 99901  
Donald A. Bell, General  
Manager  
Tel: (907) 225-6114

### American Plywood Association

7011 South 19th  
P.O. Box 11700  
Tacoma, WA 98411  
William Robison, Vice  
President and General  
Manager  
Tel: (206) 565-6600  
Telex: 32 7430 AMPLY  
TAC

### American Wood Preservers Institute

405 Tysons International  
Building  
1945 Gallows Road  
Vienna, VA 22180  
Theodore J. Duke, President  
Tel: (703) 893-4005

### Appalachian Hardwood Manufacturers, Inc.

P.O. Box 427  
High Point, NC 27261  
James L. Gundy, Executive  
Vice President  
Tel: (919) 885-8315

### Fine Hardwoods - American Walnut Association

5603 West Raymond Street,  
Suite 0  
Indianapolis, IN 46241  
Larry R. Frye, President  
Tel: (317) 244-3311

### Hardwood Dimension Manufacturers Association

101 Village Parkway, Suite  
202  
Marietta, GA 30067  
Steven V. Losser, Executive  
Director  
Tel: (404) 953-2242

### Hardwood Plywood Manufacturers Association

P.O. Box 2789  
1825 Michael Farraday Drive  
Reston, VA 22090  
Clark E. McDonald, President  
Tel: (703) 435-2900

### Maple Flooring Manufacturers Association

8600 West Bryn Mawr  
Avenue  
Suite 750-South  
Chicago, IL 60631  
John E. Messervey,  
Executive Vice President  
Tel: (312) 693-0900

### National Lumber Exporters Association National Oak Flooring Manufacturers Association

805 Sterick Building  
Memphis, TN 38103  
George E. Kelly, Executive  
Director  
Tel: (901) 525-8221

### Northeastern Lumber Manufacturers Association

4 Fundy Road  
Falmouth, ME 04105  
Keith Judkins, Executive  
Director  
Tel: (207) 781-2252

### Northern Hardwood and Pine Manufacturers Association

P.O. Box 1124  
Green Bay, WI 54305  
Thomas P. Brogan,  
Executive Vice President  
Tel: (414) 432-9161

### Southern Hardwood Lumber Manufacturers Association

805 Sterick Building  
Memphis, TN 38103  
George E. Kelly, Executive  
Vice President  
Tel: (901) 525-8221

### Southern Forest Products Association

P.O. Box 52468  
New Orleans, LA 70152  
Charles G. Gehring, Vice  
President, Marketing  
Tel: (504) 443-4464

### Western Wood Products Association

1500 Yeon Building  
Portland, OR 97204  
H. A. Roberts, Executive Vice  
President  
Tel: (503) 224-2930

### Wood Moulding and Millwork Producers

P.O. Box 25278  
1730 Skyline, S.W.  
Portland, OR 97225  
Bernard J. Tomasko,  
Executive Vice President  
Tel: (503) 292-9288

**Overseas Offices of U.S.  
Market Development  
Cooperators by Country**

---

**Austria**

<i>American Soybean Association</i>	<i>U.S. Feed Grains Council</i>
Gatterburggasse 18/2/3 A-1190 Vienna	Gatterburggasse 18/2/3 A A-1190 Vienna
Thomas Brennan, Eastern European Director Tel: 37-41-18/19 Telex: 847-135132 (AMSOY A)	Terry Fleck, Eastern Europe Regional Director Tel: 37-41-48/49 Telex: 847-135132 (AMSOY A)

---

**Belgium**

<i>American Soybean Association</i>	<i>Cotton Council International</i>	<i>National Forest Products and American Plywood Association</i>
Centre International Rogier Room 2501, Boîte 251 1000 Bruxelles	Rue de l'Industrie, 4, Boîte 7 B-1040 Bruxelles	Fruithoflaan 122-A64 2600 Berchem Antwerp
Dennis Blankenship, West European Director Tel: 02/217-20-75 or 217-96-61 Telex: 846-26128 (AMSOY B)	Peter N. Scott, European Director Tel: 02-511-81-20 Telex: 24288 COTCO B	M. G. Robert Verhorst, Engineering Services Consultant Tel: 3 449 6472 Telex: 73326 APA-BEN
<i>California Raisin Advisory Board</i>	<i>International Institute for Cotton</i>	<i>National Renderers Association, Inc.</i>
Avenue Louise, 416 Boîte 15 1050 Bruxelles	Rue du Commerce, 10 B-1040, Bruxelles	177 Avenue des Pagodes 1020 Bruxelles
Frederick Von Der Monde, European Representative Tel: 02/640-61-96	Peter Pereira, Executive Director Tel: 02/513-83-10	Peter Ferry, Marketing Specialist Tel: 04 268-5650 Telex: 846 26011

---

**Chile**

*U.S. Wheat Associates, Inc.*  
La Concepcion 177  
Oficina 32 B, piso 3  
Casilla 16616  
Santiago 9  
Alvaro de la Fuente,  
Regional Director  
Tel: 22-25-71, 22-28-14  
Telex: 440073, USWCH  
CZ

---

## China

### *American Soybean Association*

c/o Agricultural Trade Office  
Box 50, American Embassy  
FPO San Francisco 96659

Terence B. Foley, Director  
Tel: 34-2476  
Telex: 71622203 (USCOP  
CN)

### *U.S. Feed Grains Council*

c/o Agricultural Trade Office  
Box 50, American Embassy  
FPO San Francisco 96659

Roland Hsu, Director  
Tel: 34-2572  
Telex: 22203 USCOP CN

### *U.S. Wheat Associates, Inc.*

c/o Agricultural Trade Office  
Box 50, American Embassy  
APO San Francisco 96659

Richard P. Callies, Director

---

## Denmark

### *California Cling Peach Advisory Board*

Ted Bates A/S  
Landemarket 29  
DK-1119 Copenhagen K

Lars Dietrichson  
Tel: 13-79-13

---

## Egypt

### *U.S. Wheat Associates, Inc.*

19 Gamel El Din Abu Al  
Mahassen Street  
Garden City, Suite 21  
2nd Floor  
Cairo

Michael Schultz, Regional  
Director  
Tel: 32494  
Telex: 93736, WHEAT UN

---

## Germany, West

### *American Soybean Association*

Pelzerstrasse 13  
2 Hamburg 1

Dr. Karl W. Fangauf  
North Europe Director  
Tel: 040-33-05-16 or  
040-33-67-83  
Telex: 841-2163420  
(SOYA D)

### *California Cling Peach Advisory Board*

Kaiserstrasse 60  
60 Frankfurt/Main

Heinz Falkenstein  
Tel: 23-57-31

### *National Forest Products Association American Plywood Association*

Grosse Theaterstrasse 42  
D-2000 Hamburg 36

Herbert Oelmann, Sr.,  
Consultant  
Tel: 40 35 3047  
Telex: 2163970 ATO D

*USA Poultry and Egg Export Council*

Grosse Theaterstrasse 42  
D-2000 Hamburg 36

Uwe Schmoock  
Area Director

Tel: (40) 34-00-70  
Telex: 841-216-3970  
ATO-D  
Cable: INAMPO

*National Forest Products Association  
National Lumber Exporters Association*

Grosse Theaterstrasse 42  
D-2000 Hamburg 36

Michael Sholar, Director of  
European Operations  
Tel: (040)  
34-46-90/34-32-64  
Telex: 2 163 970 ATO-D

*U.S. Meat Export Federation*

Grosse Theaterstrasse 42  
D-2000 Hamburg 36

Wilhelm Zerk, Director  
Tel: (040) 35-26-13  
Telex: 841-216-3970  
ATO-D

---

**Greece**

*U.S. Feed Grains Council*

1 Komninon Street  
Thessaloniki

Antonios Trimis, Director  
Tel: 238-184  
Telex: 410012 FGC GR

---

**Hong Kong**

*Cotton Council International*

302 Sunning Plaza  
10 Hyson Avenue  
Causeway Bay

Frank L. Waddle, Regional  
Director  
Telex: 63012

*USA Poultry and Egg Export Council*

302 Sunning Plaza  
10 Hyson Avenue  
Causeway Bay

Joseph E. Manion, Jr.  
Far East Director  
Tel: 5-7902908  
Telex: 63012 COTCO HX  
Cable: CABPEIA

*U.S. Feed Grains Council*

Asia Regional Office  
20 Salisbury Road,  
Tsimshatsui  
Rm. 528 (West Wing)  
New World Office Bldg.  
Kowloon

Michael T. Callahan,  
International Director of  
Operations/Asia  
Tel: 3-724-0699 or  
3-723-4459  
Telex: 52293, USFGC HX

*U.S. Wheat Associates  
California Raisin Advisory Board*

302 Sunning Plaza  
10 Hyson Avenue  
Causeway Bay

Fred Schneider, Vice  
President  
Tel: 5-790-2815/2879  
Telex: 63012, COTCO HX

---

**India**

*USA Dry Pea and Lentil Council*

M-149 Greater Kailash II  
New Delhi, 110 048

Amar Sangwan, India  
Representative  
Tel: 647-6971

*U.S. Wheat Associates, Inc.*

902 New Delhi House  
27 Barakhamba Road  
New Delhi, 110 001

Lajpat R. Kandhari, Director  
Tel: 45788/42807  
Telex: 314113, FRIB IN

---

## Italy

### *U.S. Feed Grains Council*

Via XX Settembre 5  
1-00187  
Rome

Dr. Terrance K. Vorachek,  
Regional Director for Middle  
East and Africa  
Tel: 474-4034  
Telex: 680366 USFGCITI

---

## Ivory Coast

### *Rice Council for Market Development*

Conseil Rizicole  
06 B.P. 747  
Abidjan 06

John P. Mello, Regional  
Director/Africa  
Tel: 414098  
Telex: 2582 USRICE CI

---

## Japan

### *American Soybean Association*

Akasaka Toyko Building, 11th  
Floor  
2-14-3 Nagatacho  
Chiyoda-ku  
Tokyo 100

Gunnar Lynum  
Asian Director  
Tel: (03) 593-2501, 2504  
Telex: 781-28638 (US  
BEANS J28638)

### *California Avocado Commission California Cling Peach Advisory Board Florida Department of Citrus*

AZABUDAI-UNI House  
1-1-20 AZABUDAI  
Minato-ku  
Tokyo 106

Emile Yamano  
Promotion Director  
Tel: 584-7019  
Telex: 781-27548

### *National Forest Products/Western Wood Products Association*

Room 805  
Toa Toranomon Garden  
10-4 Toranomon  
3-Chome, Minato-Ku  
Tokyo 105

Ikuo Yamaguchi  
Tel: 431-0349  
Telex: 242 7236 WWPA J

### *National Renderers Association, Inc.*

Honda Building, 4th Floor  
2-13, Toranomon, 3-Chome  
Minato-ku  
Tokyo 105

Tadayoshi Watanabe  
Country Director  
Tel: 433-1873, 1874  
Telex: (781) 23828 NRA  
TOKYO

### *USA Dry Pea and Lentil Council, Inc.*

3-17, 3-Chome, Kudan  
Ninami  
Chiyoda-ku, Tokyo  
Katsunari Toyoda, Far East  
Representative  
Tel: 265-1981

### *USA Poultry and Egg Export Council*

Kowa Daisan Building  
11-45, 1-Chome, Akasaka  
Minato-ku  
Tokyo 107

Hideaki Hirai, Director  
Tel: 03 583-2167  
Cable: Instampind  
Telex: 781-29180 MEF  
PEIA



*U.S. Feed Grains Council  
National Hay Association*

Box 97  
Kasumigaseki Bldg., 31st  
Floor  
2-5 Kasumigaseki 3-Chome  
Chiyoda-ku  
Tokyo

Henry Thomason, Regional  
Director, Northeast Asia  
Tel: 581-9456  
Telex: 33253 USFGC TYO  
Cable: FEED GRAIN CO

*U.S. Meat Export Federation*

11-45, 1-Chome, Akasaka  
Minato-ku  
Tokyo 107

Philip M. Seng, Asian  
Director  
Tel: 03 584-3911  
Telex: 781-29180 MEF  
PEIA

*U.S. Wheat Associates, Inc.  
California Raisin Advisory  
Board*

Tameike Tokyo Building,  
Eighth Floor  
1-14, 1-Chome, Akasaka  
Minato-ku  
Tokyo 107

Robert P. Bratland, Vice  
President  
Tel: 582-7911, 7912, 7913,  
7914  
Telex: 781-26264,  
USWHEAT J

---

**Korea**

*American Soybean  
Association*

63 EULJIRO 1-KA,  
CHUNG-Ku  
K.P.O. 1704  
Seoul

Dr. Kyung Lee, Director  
Korea Agricultural Trade  
Office  
Tel: 778-9114  
Telex: 787-25823  
(SOLATO K25823)

*National Renderers  
Association, Inc.*

Kwangwhamoon  
P.O. Box 455  
Seoul

K. Y. Kang, Country Director  
Tel: 778-9116  
Telex: 787-25823  
(SOLATO)

*U.S. Feed Grains Council  
National Hay Association*

3rd Floor, USIS Bldg.  
63, ULCHI-Ro 1-Ka  
CHUNG-Ku  
Seoul

Young In Park, Director  
Tel: 722-2601  
Telex: 25823 SOLATO

*U.S. Wheat Associates, Inc.*  
c/o Agricultural Trade Office  
American Embassy  
63 Euljiro 1-Ka, Chung-Ku  
Seoul

Eul Byong Yoon, Director  
Tel: 753-2821, 2822  
Telex: 25823, SOLATO K

---

**Mexico**

*American Soybean  
Association*

Rio Sena No. 26-201 Colonia  
Cuauhtemoc, Mexico 5, D.F.

Aldo Ponte Corvo, Acting  
Director  
Tel: (905) 535-0659  
or (905) 566-9490  
Telex: 017-77-371  
ANLAME)

*U.S. Feed Grains Council*

Apartado Postal 10-890  
11000 Mexico, D.F.

Fernando Noriga, Director  
Tel: (905) 294-0024  
Telex: 1763262 USFGME

*U.S. Wheat Associates, Inc.*

Florencia 65-1  
Col. Juarez  
06600 Mexico, D.F.

Donald S. Schultz  
Vice President  
Tel: 514-8423, 511-7305,  
514-8443  
Telex: 1761037, USWHME

---

## Morocco

*U.S. Wheat Associates, Inc.*  
201 Rue Mustapha El Maani  
Casablanca  
Richard C. Row  
Regional Director  
Tel: 222493 or 223393  
Telex: 933-24727,  
USWHEAT M

---

## Netherlands

*National Peanut Council*

Coolsingel 6  
3011 AD  
Rotterdam

Wayne Lord, Director  
European Operations  
Tel: (010) 13-91-59  
Telex: 884-24673

*U.S. Wheat Associates, Inc.*

Coolsingel 6  
3011 AD  
Rotterdam

Ronald G. Fraase, Vice  
President  
Tel: (010) 13-91-55  
Telex: 844-24673, USWHT  
NL

---

## Nigeria

*U.S. Feed Grains Council*

c/o Agricultural Trade  
Office/Lagos  
Department of State  
Washington, DC 20520

Ron Gillespie, Director  
Tel: 634-864  
Telex: 21670 USEMLANG

---

## Philippines

*U.S. Wheat Associates, Inc.*

P.O. Box 146  
Golden Rock Building, Room  
602  
168 Salcedo St., Lesaspi  
Village  
Makati, Metro Manila

Ronald R. Maas, Vice  
President  
Tel: 818-4610, 4619  
Telex: 45162, USWHEAT  
PM

---

## Saudi Arabia

### *California Raisin Advisory Board*

P.O. Box 503  
Jeddah

Safeed A. Masood,  
Marketing/Sales  
Development, Saudi  
Arabia/Persian Gulf  
Tel: 631-8541  
Telex: 400510 Circle SJ

---

## Singapore

### *American Soybean Association*

Agricultural Trade Office  
541 Orchard Road, 1501 Liat  
Towers  
Singapore 0923

Dr. Don Bushman, Director  
(Singapore)  
Tel: 737-6233/6561/6095  
Telex: 786-33229  
RS33229 USATO

### *California Cling Peach Advisory Board*

22 Pasir Panjang Road  
10-17 PSA, Multi-Story  
Complex  
Singapore 0511

Richard Lieu, Director, Trade  
Promotions, Singapore,  
Malaysia, and Indonesia  
Tel: 278-9955  
Telex: 786-34649

### *National Renderers Association*

Agricultural Trade Office  
541 Orchard Road, 1505 Liat  
Towers  
Singapore 0923

Randall D. Donohue, Asian  
Director  
Tel: 65-733-4777  
Telex: RS 33229 USATO

### *USA Poultry and Egg Export Council*

Agricultural Trade Office  
541 Orchard Road, 1504 Liat  
Towers  
Singapore 0923

Margaret Say  
Country Director  
Tel: 737-1726  
Telex: USATO RS33229

### *U.S. Meat Export Federation*

541 Orchard Road, 1503 Liat  
Towers  
Singapore 0923

Foo Meng Hian, Director  
Tel: 733-4255  
Telex: USATO RS 33229

### *U.S. Wheat Associates, Inc. California Raisin Advisory Board*

Agricultural Trade Office  
541 Orchard Road, 1502 Liat  
Towers  
Singapore 0923

Thomas B. Mick  
Vice President  
Tel: 737-4311  
Telex: 25706  
Cable: TRIWHTR RS

---

## Spain

### *American Soybean Association*

Piquer 7, 4 Iz.  
Madrid 33

David E. Wilson, Regional  
Director  
Iberia, Middle East and North  
Africa  
Tel: 202 9142/4732/5094  
Telex: 831 46008 (Soya E)

### *U.S. Feed Grains Council*

Edificio Espana  
Grupo 5, Planta 23, Oficina 4  
Madrid 13

(Vacant), Director for  
Spain/Portugal  
Tel: 248-9090/247-6215  
Telex: 43826 IOPEE USF

---

## Switzerland

### *Rice Council for Market Development*

Weinbergstrasse 48  
8006 Zurich

Daniel Tuescher, Director  
European Operations  
Tel: 01/252-40-10  
Telex: 59080

---

## Taiwan

### *American Soybean Association*

Room 603, Kwang Wu  
Building  
386-12, Tun Hua South Road  
Taipei

Steve Chen, Director-Taiwan  
Tel: 781-2110 or 781-5880  
Telex: 785-19422  
(USBEANS)

### *California Cling Peach Advisory Board*

9th Floor, 201 Nanking East  
Road  
Section 3  
Taipei

Steven Chu, Director Trade  
Promotion  
Tel: 772-3377  
Telex: 785-2774

### *U.S. Wheat Associates, Inc. California Raisin Advisory Board*

202 Chen Shin Building  
3-3, Lane 27 Chung Shan  
North Road, Section 2  
Taipei 105

L. J. Lu, Marketing Specialist  
Tel: 521-1144  
Telex: 25458, USWHEAT

### *U.S. Feed Grains Council*

157 Nanking East Road, 7th  
Floor  
Section 2  
Taipei

C. M. Lynn, Country Director  
Tel: 561-6401  
Cable: USFEED  
Telex: 23890 USTRADE

---

## United Kingdom

### *California Avocado Commission*

*California Cling Peach Advisory Board*  
*California Table Grape Commission*  
*Northwest Horticultural Council*  
*USA Dry Pea and Lentil Council, Inc.*

Yew Tree Cottage, Halland  
Lewes, Sussex, BN8 6PW

Colin Paul, European  
Representative  
Tel: 082-584285

### *California Raisin Advisory Board*

101 Wigmore Street  
London, W1H 9AB

Norma Glaiman, Office  
Manager  
Tel: 01 493 4241  
Telex: 296009 USAGOF

### *National Forest Products Association*

*Southern Forest Products Association*  
*Western Wood Products Association*

69 Wigmore Street, 4th Floor  
London W1H 9LG

Robert R. Kincaid, U.K.  
Technical Representative  
Tel: 01-486-7488 or 7489  
Telex: 262936 SFPA UK

*National Forest Products  
Association  
American Plywood  
Association*

101 Wigmore Street  
London W1H 9AB

Philip L. Benfield, Managing  
Director, International  
Markets, European Division  
Tel: 01629 3437  
Telex: 296009 USAGOF G

*National Renderers  
Association*

101 Wigmore Street  
London, W1H 9AB

George Urda,  
Europe/Mideast/Africa Director  
Tel: 01-493-1546-47  
Telex: 296009 USAGOF G

*USA Poultry and Egg Export  
Council*

101 Wigmore Street  
First Floor  
London, W1H 9AB

John D. MacGregor, Area  
Director

Tel: 01-499-6906

Telex: 296009 USAGOF G

Cable: INAMPO London  
W1

*U.S. Feed Grains Council*

11 College Green  
Gloucester GL 12NA

Colin Campbell, Technical  
Director for Sheep Programs

Tel: (0452) 41-44-28

Telex: 449752 CHACOM G

*U.S. Meat Export Federation*

101 Wigmore Street  
London, W1H 9AB

Buddy Yeiser, Jr.

European Director

Tel: 01-499-8252

Telex: 296009 USAGOF

---

## **Venezuela**

*American Soybean  
Association*

Centro Plaza, Torre C  
Piso 19  
Ave. Francisco da Miranda  
Los Palos Grandes  
Caracas 1060

Dr. Jose Felix Chaux,  
Director South  
America/Caribbean

Tel: 2832399

Telex: 29119 USATO VC

*U.S. Feed Grains Council*

Centro Plaza, Torre C  
Piso 19

Ave. Francisco da Miranda  
Los Palos Grandes  
Caracas 1060

Manuel Rodriguez, Director

Tel: 284-3246 (temporary)

Telex: 29119 USATO VC

## Contractors Under Market Development Export Incentive Programs

The Export Incentive Program (EIP) assists private U.S. firms in promoting their branded products overseas, thereby helping to develop, maintain, or expand export markets for U.S. agricultural products. Under the program, FAS reimburses firms for a portion of their export promotion expenditures. Reimbursement is determined by the level of exports and promotional activities. Approval of a program is based on criteria such as the probable success in maintaining or increasing consumption of U.S. products, long-range contributions to U.S. agricultural exports, the importance of the exports to U.S. agriculture and the balance of payments, and competition in the export markets.

### Current Participants

#### **Bud Antle, Inc.**

P.O. Box 1759  
Salinas, CA 93902

A. J. Navaroli, Director  
International Sales  
Tel: (408) 422-8871

#### **California Almond Growers Exchange**

P.O. Box 1768  
Sacramento, CA 93217

Steve Easter, Vice President  
Member and Government  
Relations  
Tel: (916) 422-0771

#### **Del Monte Corporation**

One Market Plaza  
P.O. Box 3575  
San Francisco, CA 94119

Charles B. Grisanti, Manager  
International Marketing  
Tel: (415) 422-5193

#### **Green Giant Company**

(See the Pillsbury Company)

#### **Mayfair Packing Company**

101 Park Center Plaza  
Suite 1108  
San Jose, CA 95113

Kazuo Yanase, General  
Manager, (Asian Operations)  
Tel: (408) 292-7737

#### **Ocean Spray Cranberries, Inc.**

Water Street  
Plymouth, MA 02360

Horst Class, Director of  
Marketing, International  
Tel: (617) 747-1000

#### **Pillsbury Consumer Foods Export Group**

The Pillsbury Company M.S.  
#1670  
Pillsbury Center  
Minneapolis, MN 55402  
Jerry P. Bury, General Manager,  
Export  
Tel: (612) 330-5062

#### **Puregold, Inc.**

307 Brookside Avenue  
P.O. Box 40  
Redlands, CA 92373

James W. Neu, President  
Tel: (714) 793-0400

#### **Rogers Walla Walla, Inc.**

P.O. Box 998  
Walla Walla, WA 99362

William A. Albee, General Sales  
Manager  
Tel: (509) 525-8390

#### **Sun-Diamond Growers of California**

1320 El Capitan Drive  
San Ramon, CA 94583

Michael Cassidy, Manager of  
International Sales and Marketing  
Tel: (415) 838-2500

#### **Sunkist Growers, Inc.**

14130 Riverside Drive  
P.O. Box 7888 Valley Annex  
Van Nuys, CA 91409

William K. Quarles, Vice  
President, Government Affairs  
Tel: (818) 986-4800

#### **Sun World, Inc.**

5544 California Avenue, Suite  
280  
Bakersfield, CA 93309

Robert Nies, Vice President  
Tel: (805) 833-6460

#### **Texas Citrus Exchange**

P.O. Box 793  
Mission, TX 78572

Dan Scott, Manager, Export Sales  
Tel: (512) 585-8231

#### **Texasweet Citrus Exchange**

P.O. Box 1088  
Donna, TX 78537

Charles A. Rogers, President  
Tel: (512) 464-3348

#### **Mike Yurosek and Son**

P.O. Box 475  
Lamont, CA 93241

M. David Yurosek,  
Secretary-Treasurer  
Tel: (805) 845-3764



## U.S. Department of Commerce

Gordon B. Thomas, Acting Director  
Office of Domestic Operations  
Room 3810  
United States and Foreign Commercial Service  
Washington, DC 20230  
Tel: (202) 377-4767

Export Counseling  
Room 1066  
Tel: 377-0336

These offices in the U.S. Department of Commerce promote and assist U.S. trade and investment overseas through trade missions, exhibits, and other means. They provide services to exporters such as overseas business reports and trade lists, listings of trade opportunities in foreign markets, and reports on individual traders overseas.

### District Offices

Write to the District Office, U.S. Department of Commerce, at the appropriate address below.

---

#### Northeastern Region I

##### Connecticut

Eric B. Outwater, Director  
Federal Office Building  
450 Main Street, Room  
610-B  
Hartford, CT 06103  
Tel: (203) 244-3530  
FTS: 244-3530

##### Maine (Boston, Massachusetts District)

1 Memorial Circle  
Casco Bank Building  
Augusta, ME 04330  
Tel: (207) 622-8249  
FTS: 833-6249

##### Massachusetts

Francis J. O'Connor, Director  
441 Stuart Street, 10th Floor  
Boston, MA 02116  
Tel: (617) 223-2312  
FTS: 223-2312

##### New York

Robert F. Magee, Director  
1312 Federal Building  
111 West Huron Street  
Buffalo, NY 14202  
Tel: (716) 846-4191  
FTS: 437-4191

183 E. Main Street, Room 666  
Rochester, NY 16404  
Tel: (716) 263-6480  
FTS: 963-6480

(Vacant) Director  
Federal Office Building, Rm.  
3718  
26 Federal Plaza — Foley  
Square  
New York, NY 10278  
Tel: (212) 264-0634  
FTS: 264-0600

##### Rhode Island (Boston, Massachusetts District)

7 Jackson Walkway  
Providence, RI 02903  
Tel: (401) 277-2605, ext. 22  
FTS: 838-4482

---

## Mid-Atlantic Region II

### Maryland

(Vacant) Director  
415 U.S. Customhouse  
Gay and Lombard Streets  
Baltimore, MD 21202  
Tel: (301) 962-3560  
FTS: 922-3560

101 Monroe Street, 15th Floor  
Rockville, MD 20850  
Tel: (301) 251-2345

### New Jersey

Thomas J. Murray, Director  
Capitol Plaza, 8th Floor  
240 West State Street  
Trenton, NJ 08608  
Tel: (609) 989-2100  
FTS: 483-2100

### Pennsylvania

Robert E. Kistler, Director  
9448 Federal Building  
600 Arch Street  
Philadelphia, PA 19106  
Tel: (215) 597-2866  
FTS: 597-2866

William M. Bradley, Director  
2002 Federal Building  
1000 Liberty Avenue  
Pittsburgh, PA 15222  
Tel: (412) 644-2850  
FTS: 722-2850

---

## Appalachian Region III

### Kentucky

Donald R. Henderson,  
Director  
U.S. Post Office and Court  
House Building, Rm 626B  
Louisville, KY 40202  
Tel: (502) 582-5066  
FTS: 352-0566

### North Carolina

Joel B. New, Director  
203 Federal Building  
West Market Street  
P.O. Box 1950  
Greensboro, NC 27402  
Tel: (919) 378-5345  
FTS: 699-5345

Dobbs Building, Room 294  
430 N. Salisbury Street  
Raleigh, NC 27611  
Tel: (919) 755-4687  
FTS: 672-4687

### South Carolina

Margaret A. Patrick, Director  
Strom Thurmond Fed. Bldg.,  
Suite 172  
1835 Assembly Street  
Columbia, SC 29201  
Tel: (803) 765-5345  
FTS: 677-5345

505 Federal Building  
334 Meeting Street  
Charleston, SC 29403  
Tel: (803) 677-4361  
FTS: 677-4361

P.O. Box 10048  
Greenville, SC 29403  
Tel: (803) 235-5919

### Tennessee

Bradford H. Rice, Director  
147 Jefferson Avenue  
Room 710  
Memphis, Tennessee 38103  
Tel: (901) 521-3213  
FTS: 222-3213

Andrew Jackson Office Bldg.,  
Rm. 1020  
Nashville, Tennessee 37219  
Tel: (615) 251-5161  
FTS: 852-5161

### Virginia

Philip A. Ouzts, Director  
8010 Federal Building  
400 North 8th Street  
Richmond, VA 23240  
Tel: (804) 771-2246  
FTS: 925-2246

8550 Arlington Boulevard  
Fairfax, VA 22031  
Tel: (703) 560-6460  
FTS: 235-1519

### West Virginia

Roger L. Fortner, Director  
3000 New Federal Building  
500 Quarrier Street  
Charleston, WV 25301  
Tel: (304) 343-6181  
FTS: 924-1375

---

## **Southeastern Region IV**

### **Alabama**

Gayle C. Shelton, Jr.,  
Director  
908 South 20th Street  
Suite 200-201  
Birmingham, AL 35205  
Tel: (205) 254-1331  
FTS: 229-1331

### **Florida**

Ivan A. Cosimi, Director  
Federal Building, Suite 224  
51 S.E. First Avenue  
Miami, FL 33130  
Tel: (305) 350-5267  
FTS: 350-5267

128 North Osceola Avenue  
Clearwater, FL 33515  
Tel: (813) 461-0011

3 Independent Drive  
Jacksonville, FL 32202  
Tel: (904) 791-2796  
FTS: 946-2796

75 East Ivanhoe Blvd.  
Orlando, FL 32802  
Tel: (305) 425-1247

Collins Building, Room G-20  
Tallahassee, FL 32304  
Tel: (904) 488-6469  
FTS: 946-4320

### **Georgia**

Daniel M. Paul, Director  
1365 Peachtree Street, N.E.  
Suite 600  
Atlanta, GA 30309  
Tel: (404) 881-7000  
FTS: 257-7000

James W. McIntire, Director  
P.O. Box 9746  
27 E. Bay Street  
Savannah, GA 31401  
Tel: (912) 944-4204  
FTS: 248-4204

### **Mississippi**

Mark E. Spinney, Director  
Jackson Mall Office Center  
300 Woodrow Wilson Blvd.,  
Suite 3230  
Jackson, MS 39213  
Tel: (601) 960-4388  
FTS: 490-4388

### **Puerto Rico**

J. Enrique Vilella, Director  
Federal Building, Room 659  
San Juan (Hato Rey), PR  
00918  
Tel: (809) 753-4555  
ext. 555  
FTS: 8 (809) 753-4555

---

## **Great Lakes Region V**

### **Illinois**

Joseph F. Christiano,  
Director  
1406 Mid Continental Plaza  
Building  
55 East Monroe Street  
Chicago, IL 60603  
Tel: (312) 353-4450  
FTS: 353-4450

W. R. Harper College  
Algonquin and Roselle Road  
Palatine, IL 60067  
Tel: (312) 397-300

### **Indiana**

Mel R. Sherar, Director  
357 U.S. Courthouse and  
Federal Office Building  
46 East Ohio Street  
Indianapolis, IN 46204  
Tel: (317) 269-6214  
FTS: 331-6214

### **Michigan**

(Vacant) Director  
445 Federal Building  
231 West Lafayette  
Detroit, MI 48226  
Tel: (313) 226-3650  
FTS: 226-3650

300 Monroe N.W., Room 409  
Grand Rapids, MI 49503  
Tel: (616) 456-2411  
FTS: 372-2411

### **Minnesota**

Ronald E. Kramer, Director  
108 Federal Building  
110 South Fourth Street  
Minneapolis, MN 55401  
Tel: (612) 349-3338  
FTS: 787-3338

### **Ohio**

Gordon B. Thomas, Director  
9504 Federal Office Building  
550 Main Street  
Cincinnati, OH 45202  
Tel: (513) 684-2944  
FTS: 684-2944

Zelda W. Milner, Director  
666 Euclid Avenue  
Room 600  
Cleveland, OH 44114  
Tel: (216) 522-4750  
FTS: 942-4750

### **Wisconsin**

Russell H. Leitch, Director  
Federal Building/U.S.  
Courthouse  
517 East Wisconsin Avenue  
Milwaukee, WI 53202  
Tel: (414) 291-3473  
FTS: 362-3473

---

**Plains Region VI****Iowa**

Jesse N. Durden, Director  
817 Federal Building  
210 Walnut Street  
Des Moines, IA 50309  
Tel: (515) 284-4222  
FTS: 862-4222

**Missouri**

Donald R. Loso, Director  
120 South Central Avenue  
St. Louis, MO 63105  
Tel: (314) 425-3302-4  
FTS: 279-3302  
  
James D. Cook, Director  
Room 1840  
601 East 12th Street  
Kansas City, MO 64106  
Tel: (816) 374-3142  
FTS: 758-3142

**Nebraska**

George H. Payne, Director  
Empire State Building  
300 South 19th Street, 1st  
Floor  
Omaha, NE 68102  
Tel: (402) 221-3664  
FTS: 864-3664

---

**Central Region VII****Arkansas**

Lon J. Hardin, Director  
Savers Federal Building  
320 W. Capitol Avenue  
Suite 635  
Little Rock, AR 72201  
Tel: (501) 378-5794  
FTS: 740-5794

**Louisiana**

Raymond E. Eveland,  
Director  
432 International Trade Mart  
2 Canal Street  
New Orleans, LA 70130  
Tel: (504) 589-6546  
FTS: 682-6546

**New Mexico**

William E. Dwyer, Director  
505 Marquette Avenue, N.W.,  
Suite 1015  
Albuquerque, NM 87102  
Tel: (505) 766-2386  
FTS: 474-2386

**Oklahoma**

Ronald L. Wilson, Director  
4024 Lincoln Boulevard  
Oklahoma City, OK 73105  
Tel: (405) 231-5302  
FTS: 736-5302  
  
440 S. Houston Street  
Tulsa, OK 74127  
Tel: (918) 581-7650  
FTS: 745-7650

**Texas**

C. Carmon Stiles, Director  
Room 7A5  
1100 Commerce Street  
Dallas, TX 75242  
Tel: (214) 767-0542  
FTS: 729-0542

Felicito C. Guerrero, Director  
2625 Federal Building,  
Courthouse  
515 Rusk Street  
Houston, TX 77002  
Tel: (713) 226-4231  
FTS: 527-4231

---

**Rocky Mt. Region VIII****Arizona**

Donald W. Fry, Director  
Suite 2750 Valley Bank  
Center  
201 North Central Avenue  
Phoenix, AZ 85073  
Tel: (602) 261-3285  
FTS: 261-3285

**Colorado**

Donald L. Schilke, Director  
U.S. Customhouse  
721-19th Street, Room 177  
Denver, CO 80202  
Tel: (303) 837-3246  
FTS: 327-3246

**Idaho**

Statehouse  
Boise, ID 83720  
Tel: (208) 334-2470

**Nevada**

Joseph J. Jeremy, Director  
1755 E. Plumb Lane  
Suite 152  
Reno, NV 89503  
Tel: (702) 784-5203  
FTS: 470-5203

**Utah**

Stephen P. Smooth, Director  
U.S. Courthouse  
350 S. Main Street  
Salt Lake City, UT 84101  
Tel: (801) 524-5116  
FTS: 588-5116

**Wyoming**

Lowell O. Burns, Director  
6022 O'Mahoney Federal  
Center  
2120 Capitol Avenue  
Cheyenne, WY 82001  
Tel: (307) 778-2220  
ext. 2151  
FTS: 328-2151

---

## **Pacific Region IX**

### **Alaska**

Richard Lenahan, Director  
701 C Street  
P.O. Box 32  
Anchorage, AK 99513  
Tel: (907) 271-5041  
FTS: (8) 907 271-5041

### **California**

Daniel J. Young, Director  
San Vicente Blvd., Room 800  
Los Angeles, CA 90049  
Tel: (213) 209-6707  
FTS: 793-6707

3165 Pacific Hwy, 2nd Fl.  
Port Administration Building  
San Diego, CA 92101  
Tel: (619) 293-5395  
FTS: 895-5395

Betty D. Neuhart, Director  
Federal Building  
Box 36013  
450 Golden Gate Avenue  
San Francisco, CA 94102  
Tel: (415) 556-5860  
FTS: 556-5860

111 West Saint John Street  
Room 424  
San Jose, CA 95113  
Tel: (408) 275-7648

### **Hawaii**

Stephen K. Craven, Director  
4106 Federal Building  
P.O. Box 50026  
300 Ala Moana Blvd.  
Honolulu, HI 96850  
Tel: (808) 546-8694  
FTS: 8 (808) 546-8694

### **Oregon**

Lloyd R. Porter, Director  
1220 S.W. 3rd Avenue,  
Room 618  
Portland, OR 97204  
Tel: (503) 221-3001  
FTS: 423-3001

### **Washington**

(Vacant) Director  
Lake Union Building, Room  
706  
1700 Westlake Avenue,  
North  
Seattle, WA 98109  
Tel: (206) 442-5616  
FTS: 399-5615  
FOMC 399-5910/1111777

P.O. Box 2170  
Spokane, WA 99210  
Tel: (509) 838-8202

As part of the National Oceanic and Atmospheric Administration within the U.S. Department of Commerce, the National Marine Fisheries Service (NMFS) is the leading U.S. Government agency in export services for fisheries products. Within NMFS, the Export and Domestic Market Development Branch of the Fisheries Utilization and Development Division directs the services and projects designed to expedite and increase the sales of U.S. seafood abroad. The services include identification of foreign market opportunities, analysis of tariffs and other trade barriers, and sponsorship of sales missions and participants in trade shows in foreign countries.

Ongoing projects provide computerized listings of U.S. seafood products and producers for export use, plus multilingual promotional product information. Staff experts in fisheries product markets throughout Europe and Asia work closely with other government and industry agencies to provide current information on export opportunities. The National Marine Fisheries Service encourages inquiries from all sectors of the fishery and export industries.

Information and assistance provided to exporters of U.S. seafood products by the National Marine Fisheries Service include:

- Export counseling services.
- Research studies on potential markets for U.S. seafood products.
- Foreign sales opportunities.
- Updates on foreign tariffs and non-tariff barriers.
- Participation in U.S. seafood sales missions to potential foreign markets.
- Participation in international food exhibitions.
- Foreign import standards and specifications.
- Product inspection services for U.S. exporters.
- Prices on selected seafoods in Japan and various western European countries.
- Liaison with U.S. embassies throughout the world.
- Sources of supply for U.S. seafood products.

### Publications and Services to Aid U.S. Exporters of Seafoods

#### Market News Reports

Fishery Market News reports show daily landings, market receipts, weekly and monthly cold storage holdings, daily exvessel prices, wholesale prices of fresh and frozen products, foreign trade data, current market developments, and other information for major fishery trading centers in the United States. The reports are issued from Boston, New York, New Orleans, Terminal Island, Calif., and Seattle.

You can order the full service report (includes the weekly summary) or just the weekly summary. The full service report is issued Monday, Wednesday, and Friday and costs \$50 annually. The summary, issued on Friday, costs \$20 a year. The subscription period is 1 year beginning the first of the month following receipt of the order. For more information contact the nearest market news office. Free samples are available on request.

#### Boston

(New England)

Louis R. O'Donnell,  
Supervisor  
470 Atlantic Avenue  
Boston, MA 02210  
Tel: (617) 542-6070

#### New Orleans

(South Atlantic and Gulf)

Edward J. Barry, Supervisor  
F. Edward Herbert Federal  
Building  
600 South Street, Room  
1046  
New Orleans, LA 70130  
Tel: (504) 589-6151

#### New York

(Mid-Atlantic)

Steve Petrovich, Supervisor  
201 Varick Street  
Room 1144  
New York, NY 10014  
Tel: (212) 620-3405



**Terminal Island**

(California and Hawaii)

Patricia J. Donley, Chief  
300 South Ferry Street  
P.O. Box 3266  
Terminal Island, CA 90731  
Tel: (213) 548-2572

**Seattle**

(Alaska, Washington, and Oregon)

John K. Bishop, Chief  
7600 Sand Point Way, N.E.  
BIN C 15700  
Seattle, WA 98115  
Tel: (206) 526-6128

*The European Weekly Frozen Fish Report* is published as a supplement to the New York and Boston Market News Reports. Prices and other market information are collected on dogfish, herring, mackerel, monkfish, skate, squid, whiting, eel, cod, salmon, Pacific rockfish, haddock, pollock, lobsters, oysters, and ocean perch. This information is collected in France, West Germany, Italy, Spain, the United Kingdom, Portugal, and the Benelux countries. It is available from the Market News Office in Boston or New York.

*Export Trade Opportunities* is also published weekly as a supplement to the Market News Reports and is included in the cost of the full service subscription. Trade leads are collected from a variety of sources including U.S. embassy offices, personal communication by NMFS staff, and trade publications. Trade leads are published as rapidly as possible to ensure the timeliness of the information.

**Studies Identifying Potential Markets for U.S. Seafoods**

Limited copies of these studies are available. They describe markets for fishery products in Italy, Spain, Portugal, Greece, Japan, Korea, Taiwan, Nigeria, Denmark, Sweden, United Kingdom, Netherlands, Australia, Hong Kong, Indonesia, and the Arabian Gulf States. Please contact:

Bruce Morehead  
National Marine Fisheries Service  
Industry Development Division  
3300 Whitehaven Street, N.W.  
Washington, DC 20235  
Tel: (202) 634-7451

**Foreign Import Requirements for Fisheries Products**

Information is available on import requirements for fishery products being sent to Nigeria, Japan, Italy, France, West Germany, and Belgium. Additional countries will be covered in the future. Please contact the above address.

**Export Inspection Service**

The National Marine Fisheries Service conducts inspection and analyses of fishery commodities for export, and issues official U.S. Government certificates attesting to the findings. The U.S. Department of Commerce can provide bilingual certificates for shipments to France and Belgium.

The NMFS inspection and certification and/or analytical services are available on a fee-for-service basis for the following:

- Origin and species of fish.
- Sanitary condition of processing facilities.
- Product inspection for wholesomeness, safety, quality, and suitability for human consumption.
- Chemical, biological, and physical tests for adulterants, contaminants, and microconstituents.
- Quantity of contents—net and drained weight.
- Appropriateness of labeling and packaging integrity.
- Other (as requested by applicant).

For further information contact:

Northeast Inspection Office  
P.O. Box 1188  
Emerson Avenue  
Gloucester, MA 01930  
Tel: (617) 281-3600

Southeast Inspection Office  
Duval Building  
9450 Koger Boulevard  
St. Petersburg, FL 33702  
Tel: (813) 893-3155

---

## NMFS Offices

### *Central Office*

Robert G. Hayes, Director  
Office of Industry Services  
3300 Whitehaven Street, N.W.  
Washington, DC 20235  
Tel: (202) 634-7261  
Telex: 904269  
NMFSNOAADOC WSH

### *Northeast Region*

Robert F. Temple, Chief  
Fisheries Services Division  
P.O. Box 1109  
Gloucester, MA 01930  
Tel: (617) 281-3600  
Telex: 940007 NMFS GLOS

### *Northwest Region*

John Wedin, Chief  
Fisheries Development Division  
7600 San Point Way N.E.  
BIN C15700  
Seattle, WA 98115  
Tel: (206) 527-6117  
Telex: 910-44-2786 NMFS  
SEA

### *Southeast Region*

Henry McAvoy, Chief  
Commercial Development  
Services Branch  
Duval Building  
9450 Koger Boulevard  
St. Petersburg, FL 33702  
Tel: (813) 893-3394

E. Moret Smith  
International Trade Specialist  
P.O. Drawer 1207  
Pascouola, MS 39567  
Tel: (601) 762-4591

James W. Ayers  
Fishery Marketing Specialist  
Park West Building  
11215 Hermitage Road,  
Suite 200  
Little Rock, AR 72211  
Tel: (501) 378-5888

Philip B. Youngberg  
Fishery Marketing Specialist  
2026 Powers Ferry Road, Suite  
130  
Atlanta, GA 30339  
Tel: (404) 221-4638

### *Southwest Region*

Howard O. Ness, Chief  
Fisheries Development  
Division  
300 South Ferry Street  
Room 2016  
Terminal Island, CA 90731  
Tel: (213) 548-2478/2597

Robert A. Peta  
Fishery Marketing Specialist  
450 Golden Gate Avenue  
P.O. Box 36105  
San Francisco, CA 94102  
Tel: (415) 556-8636

### *Alaska Region*

Carl L. Rosier, Chief  
Fisheries Development  
Division  
P.O. Box 1668  
Juneau, AR 99802  
Tel: (907) 586-7224  
Telex: 45377 NMFS AKR  
JNU

For further information contact: Export and Domestic Market Development Branch, National Marine Fisheries Service, 3300 Whitehaven Street, N.W., Washington, DC 20325. Tel: (202) 634-7451

## Embassies in the United States of Countries That Are Major Importers of U.S. Agricultural Products<sup>1</sup>

Embassies can provide general information on economic and political conditions, duties, regulations, and travel in their countries. Specific questions on duties and trade regulations should usually be referred to the foreign consulates located at many of the leading U.S. ports.

### **Afghanistan**

Embassy of the Democratic Republic of Afghanistan  
2341 Wyoming Avenue, N.W.  
Washington, DC 20008  
Tel: (202) 234-3770

### **Algeria**

Embassy of the Democratic and Popular Republic of Algeria  
2118 Kalorama Road, N.W.  
Washington, DC 20008  
Tel: (202) 328-5300

### **Argentina**

Embassy of the Argentine Republic  
1600 New Hampshire Avenue, N.W.  
Washington, DC 20009  
Tel: (202) 939-6400

### **Australia**

Embassy of Australia  
1601 Massachusetts Avenue, N.W.  
Washington, DC 20036  
Tel: (202) 797-3000

### **Austria**

Embassy of Austria  
2343 Massachusetts Avenue, N.W.  
Washington, DC 20008  
Tel: (202) 483-4474

### **Bahamas**

Embassy of the Commonwealth of the Bahamas  
600 New Hampshire Ave., N.W., Suite 865  
Washington, DC 20037  
Tel: (202) 338-3940

### **Bahrain**

Embassy of the State of Bahrain  
3502 International Drive, N.W.  
Washington, DC 20008  
Tel: (202) 342-0741

### **Bangladesh**

Embassy of the People's Republic of Bangladesh  
3421 Massachusetts Avenue, N.W.  
Washington, DC 20007  
Tel: (202) 337-6644

### **Barbados**

Embassy of Barbados  
2144 Wyoming Avenue, N.W.  
Washington, DC 20008  
Tel: (202) 939-9200

### **Belgium**

Embassy of Belgium  
3330 Garfield Street, N.W.  
Washington, DC 20008  
Tel: (202) 333-6900

### **Belize**

Embassy of Belize  
1575 I Street, N.W.  
Washington, DC 20005  
Tel: (202) 289-1416

### **Benin**

Embassy of the People's Republic of Benin  
2737 Cathedral Avenue, N.W.  
Washington, DC 20008  
Tel: (202) 232-6656

### **Bolivia**

Embassy of Bolivia  
3014 Massachusetts Avenue, N.W.  
Washington, DC 20008  
Tel: (202) 483-4410

### **Botswana**

Embassy of the Republic of Botswana  
4301 Connecticut Avenue, N.W.  
Suite 404  
Washington, DC 20008  
Tel: (202) 244-4990

### **Brazil**

Brazilian Embassy  
3006 Massachusetts Avenue, N.W.  
Washington, DC 20008  
Tel: (202) 797-0100

### **Bulgaria**

Embassy of the People's Republic of Bulgaria  
1621 22nd Street, N.W.  
Washington, DC 20009  
Tel: (202) 387-7969

<sup>1</sup> Partial listing

**Burma**

Embassy of the Socialist  
Republic of the Union of  
Burma  
2300 S Street, N.W.  
Washington, DC 20008  
Tel: (202) 332-9044

**Burundi**

Embassy of the Republic of  
Burundi  
2233 Wisconsin Avenue,  
N.W., Suite 212  
Washington, DC 20007  
Tel (202) 342-2574

**Cameroon**

Embassy of the United  
Republic of Cameroon  
2349 Massachusetts Avenue,  
N.W.  
Washington, DC 20008  
Tel: (202) 265-8790

**Canada**

Embassy of Canada  
1746 Massachusetts Avenue,  
N.W.  
Washington, DC 20036  
Tel: (202) 785-1400

**Cape Verde**

Embassy of the Republic of  
Cape Verde  
3415 Massachusetts Avenue,  
N.W.  
Washington, DC 20007  
Tel: (202) 965-6820

**Central African Republic**

Embassy of Central African  
Republic  
1618 22nd Street, N.W.  
Washington, DC 20008  
Tel: (202) 483-7800

**Ceylon**

(See Sri Lanka)

**Chad**

Embassy of the Republic of  
Chad  
2002 R Street, N.W.  
Suite 320  
Washington, DC 20009  
Tel: (202) 462-4009

**Chile**

Embassy of Chile  
1732 Massachusetts Avenue,  
N.W.  
Washington, DC 20036  
Tel: (202) 785-1746

**China**

Embassy of the People's  
Republic of China  
2300 Connecticut Avenue,  
N.W.  
Washington, DC 20008  
Tel: (202) 328-2500

**Colombia**

Embassy of Colombia  
2118 Leroy Place, N.W.  
Washington, DC 20008  
Tel: (202) 387-8338

**Congo, People's Republic  
of**

Embassy of the People's  
Republic of the Congo  
4891 Colorado Avenue, N.W.  
Washington, DC 20011  
Tel: (202) 726-5500

**Costa Rica**

Embassy of Costa Rica  
2112 S Street, N.W.  
Washington, DC 20008  
Tel: (202) 234-2945

**Cyprus**

Embassy of Cyprus  
2211 R Street, N.W.  
Washington, DC 20008  
Tel: (202) 462-5772

**Czechoslovakia**

Embassy of the  
Czechoslovakia Socialist  
Republic  
3900 Linnean Avenue, N.W.  
Washington, DC 20008  
Tel: (202) 363-6315

**Dahomey**

(See Benin)

**Denmark**

Royal Danish Embassy  
3200 Whitehaven Street,  
N.W.  
Washington, DC 20008  
Tel: (202) 234-4300

**Dominican Republic**

Embassy of the Dominican  
Republic  
1715 22nd Street, N.W.  
Washington, DC. 20008  
Tel: (202) 332-6280

**Ecuador**

Embassy of Ecuador  
2535 15th Street, N.W.  
Washington, DC 20009  
Tel: (202) 234-7200

**Egypt**

Embassy of the Arab  
Republic of Egypt  
2310 Decatur Place, N.W.  
Washington, DC 20008  
Tel: (202) 232-5400

**El Salvador**

Embassy of El Salvador  
2308 California Street, N.W.  
Washington, DC 20008  
Tel: (202) 265-3480

**Ethiopia**

Embassy of Ethiopia  
2134 Kalorama Road, N.W.  
Washington, DC 20008  
Tel: (202) 234-2281

**Fiji**

Embassy of Fiji  
1140 19th Street, N.W., 6th  
Floor  
Washington, DC 20036  
Tel: (202) 296-3928

**Finland**

Embassy of Finland  
3216 New Mexico Avenue,  
N.W.  
Washington, DC 20016  
Tel: (202) 363-2430

**France**

Embassy of France  
2535 Belmont Road, N.W.  
Washington, DC 20008  
Tel: (202) 328-2600

**Gabon**

Embassy of the Gabonese  
Republic  
2034 20th Street, N.W.  
Washington, DC 20009  
Tel: (202) 797-1000

**Gambia, The**

Embassy of the Gambia  
1785 Massachusetts Avenue,  
N.W.  
Washington, DC 20036  
Tel: (202) 265-3252

**Germany, Democratic  
Republic of (East)**

Embassy of the German  
Democratic Republic  
1717 Massachusetts Avenue,  
N.W.  
Washington, DC 20036  
Tel: (202) 232-3134

**Germany, Federal Republic  
of (West)**

Embassy of the Federal  
Republic of Germany  
4645 Reservoir Road, N.W.  
Washington, DC 20007  
Tel: (202) 298-4000

**Ghana**

Embassy of Ghana  
2460 16th Street, N.W.  
Washington, DC 20009  
Tel: (202) 462-0761

**Great Britain**

British Embassy  
3100 Massachusetts Avenue,  
N.W.  
Washington, DC 20008  
Tel: (202) 462-1340

**Greece**

Embassy of Greece  
2221 Massachusetts Avenue,  
N.W.  
Washington, DC 20008  
Tel: (202) 667-3168

**Grenada**

Embassy of Grenada  
1704 R Street, N.W.  
Washington, DC 20009  
Tel: (202) 265-2561

**Guatemala**

Embassy of Guatemala  
2220 R Street, N.W.  
Washington, DC 20008  
Tel: (202) 745-4952

**Guinea**

Embassy of the Republic of  
Guinea  
2112 Leroy Place, N.W.  
Washington, DC 20008  
Tel: (202) 483-9420

**Guyana**

Embassy of Guyana  
2490 Tracy Place, N.W.  
Washington, DC 20008  
Tel: (202) 265-6900

**Haiti**

Embassy of Haiti  
2311 Massachusetts Avenue,  
N.W.  
Washington, DC 20008  
Tel: (202) 332-4090

**Honduras**

Embassy of Honduras  
4301 Connecticut Avenue,  
N.W.  
Suite 100  
Washington, DC 20008  
Tel: (202) 966-7700

**Hungary**

Embassy of the Hungarian  
Peoples' Republic  
3910 Shoemaker Street,  
N.W.  
Washington, DC 20008  
Tel: (202) 362-6730

**Iceland**

Embassy of Iceland  
2022 Connecticut Avenue,  
N.W.  
Washington, DC 20008  
Tel: (202) 265-6653

**India**

Embassy of India  
2107 Massachusetts Avenue,  
N.W.  
Washington, DC 20008  
Tel: (202) 939-7000

**Indonesia**

Embassy of the Republic of  
Indonesia  
2020 Massachusetts Avenue,  
N.W.  
Washington, DC 20036  
Tel: (202) 293-1745

**Ireland**

Embassy of Ireland  
2234 Massachusetts Avenue,  
N.W.  
Washington, DC 20008  
Tel: (202) 462-3939

**Israel**

Embassy of Israel  
3514 International Drive,  
N.W.  
Washington, DC 20008  
Tel: (202) 364-5500

**Italy**

Embassy of Italy  
1601 Fuller Street, N.W.  
Washington, DC 20009  
Tel: (202) 328-5500

**Ivory Coast**

Embassy of the Republic of  
the Ivory Coast  
2424 Massachusetts Avenue,  
N.W.  
Washington, DC 20008  
Tel: (202) 483-2400

**Jamaica**

Embassy of Jamaica  
1850 K Street, N.W., Suite  
355  
Washington, DC 20006  
Tel: (202) 452-0660

**Japan**

Embassy of Japan  
2520 Massachusetts Avenue,  
N.W.  
Washington, DC 20008  
Tel: (202) 234-2266



**Jordan**

Embassy of the Hashemite Kingdom of Jordan  
2319 Wyoming Avenue, N.W.  
Washington, DC 20008  
Tel: (202) 265-1606

**Kenya**

Embassy of Kenya  
2249 R Street, N.W.  
Washington, DC 20008  
Tel: (202) 387-6101

**Korea**

Embassy of Korea  
2320 Massachusetts Avenue, N.W.  
Washington, DC 20008  
Tel: (202) 483-7383

**Kuwait**

Embassy of the State of Kuwait  
2940 Tilden Street, N.W.  
Washington, DC 20008  
Tel: (202) 966-0702

**Laos**

Embassy of the Lao Peoples' Democratic Republic  
2222 S Street, N.W.  
Washington, DC 20008  
Tel: (202) 332-6416

**Lebanon**

Embassy of Lebanon  
2560 28th Street, N.W.  
Washington, DC 20008  
Tel: (202) 939-6300

**Lesotho**

Embassy of the Kingdom of Lesotho  
Caravel Building, Suite 300  
1601 Connecticut Avenue, N.W.  
Washington, DC 20009  
Tel: (202) 462-4190

**Liberia**

Embassy of the Republic of Liberia  
5201 16th Street, N.W.  
Washington, DC 20011  
Tel: (202) 723-0437

**Luxembourg**

Embassy of Luxembourg  
2200 Massachusetts Avenue, N.W.  
Washington, DC 20008  
Tel: (202) 265-4171

**Madagascar**

Embassy of the Democratic Republic of Madagascar  
2374 Massachusetts Avenue, N.W.  
Washington, DC 20008  
Tel: (202) 265-5525

**Malawi**

Malawi Embassy  
1400 20th Street, N.W.  
Bristol House  
Washington, DC 20036  
Tel: (202) 296-5530

**Malaysia**

Embassy of Malaysia  
2401 Massachusetts Avenue, N.W.  
Washington, DC 20008  
Tel: (202) 328-2700

**Mali**

Embassy of the Republic of Mali  
2130 R Street, N.W.  
Washington, DC 20008  
Tel: (202) 332-2249

**Malta**

Embassy of Malta  
2017 Connecticut Avenue, N.W.  
Washington, DC 20008  
Tel: (202) 462-3611

**Mauritania**

Embassy of the Islamic Republic of Mauritania  
2129 Leroy Place, N.W.  
Washington, DC 20008  
Tel: (202) 232-5700

**Mauritius**

Embassy of Mauritius  
4301 Connecticut Avenue, N.W.  
Suite 134  
Washington, DC 20008  
Tel: (202) 244-1491

**Mexico**

Embassy of Mexico  
2829 16th Street, N.W.  
Washington, DC 20009  
Tel: (202) 234-6000

**Morocco**

Embassy of Morocco  
1601 21st Street, N.W.  
Washington, DC 20009  
Tel: (202) 462-7979

**Nepal**

Royal Nepalese Embassy  
2131 Leroy Place, N.W.  
Washington, DC 20008  
Tel: (202) 667-4550

**Netherlands**

Embassy of the Netherlands  
4200 Linnean Avenue, N.W.  
Washington, DC 20008  
Tel: (202) 244-5300

**New Zealand**

Embassy of New Zealand  
37 Observatory Circle, N.W.  
Washington, DC 20008  
Tel: (202) 328-4800

**Nicaragua**

Embassy of Nicaragua  
1627 New Hampshire Avenue, N.W.  
Washington, DC 20009  
Tel: (202) 387-4371

**Niger**

Embassy of the Republic of Niger  
2204 R Street, N.W.  
Washington, DC 20008  
Tel: (202) 483-4224

**Nigeria**

Embassy of Nigeria  
2201 M Street, N.W.  
Washington, DC 20007  
Tel: (202) 822-1500

**Norway**

Royal Norwegian Embassy  
2710 34th Street, N.W.  
Washington, DC 20008  
Tel: (202) 333-6000



**Oman**

Embassy of the Sultanate of Oman  
2342 Massachusetts Avenue, N.W.  
Washington, DC 20008  
Tel: (202) 387-1980

**Pakistan**

Embassy of Pakistan  
2315 Massachusetts Avenue, N.W.  
Washington, DC 20008  
Tel: (202) 939-6200

**Panama**

Embassy of Panama  
2862 McGill Terrace, N.W.  
Washington, DC 20008  
Tel: (202) 483-1407

**Papua New Guinea**

Embassy of Papua New Guinea  
1140 19th Street, Suite 503  
Washington, DC 20036  
Tel: (202) 659-0856

**Paraguay**

Embassy of Paraguay  
2400 Massachusetts Avenue, N.W.  
Washington, DC 20008  
Tel: (202) 483-6960

**Peru**

Embassy of Peru  
1700 Massachusetts Avenue, N.W.  
Washington, DC 20036  
Tel: (202) 833-9860

**Philippines**

Embassy of the Philippines  
1617 Massachusetts Avenue, N.W.  
Washington, DC 20036  
Tel: (202) 483-1414

**Poland**

Embassy of the Polish Peoples' Republic  
2640 16th Street, N.W.  
Washington, DC 20009  
Tel: (202) 234-3800

**Portugal**

Embassy of Portugal  
2125 Kalorama Road, N.W.  
Washington, DC 20008  
Tel: (202) 328-8610

**Qatar**

Embassy of the State of Qatar  
600 New Hampshire Avenue, N.W. Suite 1180  
Washington, DC 20037  
Tel: (202) 338-0111

**Romania**

Embassy of the Socialist Republic of Romania  
1607 23rd Street, N.W.  
Washington, DC 20009  
Tel: (202) 232-4747

**Rwanda**

Embassy of the Republic of Rwanda  
1714 New Hampshire Avenue, N.W.  
Washington, DC 20009  
Tel: (202) 232-2882

**Saudi Arabia**

Embassy of Saudi Arabia  
601 New Hampshire Avenue, N.W.  
Washington, DC 20037  
Tel: (202) 342-3800

**Senegal**

Embassy of the Republic of Senegal  
2112 Wyoming Avenue, N.W.  
Washington, DC 20008  
Tel: (202) 234-0540

**Sierra Leone**

Embassy of Sierra Leone  
1701-19th Street, N.W.  
Washington, DC 20009  
Tel: (202) 265-7700

**Singapore**

Embassy of the Republic of Singapore  
1824 R Street, N.W.  
Washington, DC 20009  
Tel: (202) 667-7555

**Somalia**

Embassy of the Somali Democratic Republic  
600 New Hampshire Ave., N.W., Suite 710  
Washington, DC 20037  
Tel: (202) 342-1575

**South Africa**

Embassy of South Africa  
3051 Massachusetts Avenue, N.W.  
Washington, DC 20008  
Tel: (202) 232-4400

**Spain**

Embassy of Spain  
2700 15th Street, N.W.  
Washington, DC 20009  
Tel: (202) 265-0190

**Sri Lanka**

Embassy of the Democratic Socialist Republic of Sri Lanka  
2148 Wyoming Avenue, N.W.  
Washington, DC 20008  
Tel: (202) 483-4025

**Sudan**

Embassy of the Democratic Republic of the Sudan  
2210 Massachusetts Avenue, N.W.  
Washington, DC 20008  
Tel: (202) 338-8565

**Surinam**

Embassy of the Republic of Surinam  
2600 Virginia Avenue, N.W.  
Washington, DC 20037  
Tel: (202) 338-6980

**Swaziland**

Embassy of the Kingdom of Swaziland  
4301 Connecticut Avenue, N.W.  
Washington, DC 20008  
Tel: (202) 362-6683

**Sweden**

Embassy of Sweden  
600 New Hampshire Avenue,  
N.W.  
Suite 1200  
Washington, DC 20037  
Tel: (202) 298-3500

**Switzerland**

Embassy of Switzerland  
2900 Cathedral Avenue,  
N.W.  
Washington, DC 20008  
Tel: (202) 745-7900

**Syria**

Embassy of the Syrian Arab  
Republic  
2215 Wyoming Avenue, N.W.  
Washington, DC 20008  
Tel: (202) 232-6313

**Tanzania**

Embassy of the United  
Republic of Tanzania  
2139 R Street, N.W.  
Washington, DC 20008  
Tel: (202) 939-6125

**Thailand**

Embassy of Thailand  
2300 Kalorama Road, N.W.  
Washington, DC 20008  
Tel: (202) 667-1446

**Togo**

Embassy of the Republic of  
Togo  
2208 Massachusetts Avenue,  
N.W.  
Washington, DC 20008  
Tel: (202) 234-4212

**Trinidad and Tobago**

Embassy of Trinidad and  
Tobago  
1708 Massachusetts Avenue,  
N.W.  
Washington, DC 20036  
Tel: (202) 467-6490

**Tunisia**

Embassy of Tunisia  
2408 Massachusetts Avenue,  
N.W.  
Washington, DC 20008  
Tel: (202) 234-6644

**Turkey**

Embassy of the Republic of  
Turkey  
1606 23rd Street, N.W.  
Washington, DC 20008  
Tel: (202) 387-3200

**Uganda**

Embassy of the Republic of  
Uganda  
5909 16th Street, N.W.  
Washington, DC 20011  
Tel: (202) 726-7100

**Union of Soviet Socialist  
Republics**

Embassy of the Union of  
Soviet Socialist Republics  
1125 16th Street, N.W.  
Washington, DC 20036  
Tel: (202) 628-7551

**United Arab Emirates**

Embassy of the United Arab  
Emirates  
600 New Hampshire Avenue,  
N.W.  
Suite 740  
Washington, DC 20037  
Tel: (202) 338-6500

**Upper Volta**

Embassy of the Republic of  
Upper Volta  
2340 Massachusetts Avenue,  
N.W.  
Washington, DC 20008  
Tel: (202) 332-5577

**Uruguay**

Embassy of Uruguay  
1918 F Street, N.W.  
Washington, DC 20008  
Tel: (202) 331-1313

**Venezuela**

Embassy of Venezuela  
2445 Massachusetts Avenue,  
N.W.  
Washington, DC 20008  
Tel: (202) 797-3800

**Yemen**

Embassy of the Yemen Arab  
Republic  
600 New Hampshire Avenue,  
N.W.  
Suite 860  
Washington, DC 20037  
Tel: (202) 965-4760

**Yugoslavia**

Embassy of the Socialist  
Federal Republic of  
Yugoslavia  
2410 California Street, N.W.  
Washington, DC 20008  
Tel: (202) 462-6566

**Zaire**

Embassy of the Republic of  
Zaire  
1800 New Hampshire  
Avenue, N.W.  
Washington, DC 20009  
Tel: (202) 234-7690

**Zambia**

Embassy of the Republic of  
Zambia  
2419 Massachusetts Avenue,  
N.W.  
Washington, DC 20008  
Tel: (202) 265-9717

**Zimbabwe**

Embassy of Zimbabwe  
2852 McGill Terrace, N.W.  
Washington, DC 20008  
Tel: (202) 332-7100

**Delegation of the  
Commission of the  
European Communities**

2100 M Street, N.W.  
Suite 707  
Washington, DC 20037  
Tel: (202) 862-9500

















